



# May Commission Meeting

May 15, 2020

Iowa

# Meeting Book - May Commission Meeting

## May 2020 Agenda

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### 1. Executive Director's Report

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Mark  
Wiederspan

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### 2. Meeting Minutes

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Yes

Commissioner  
Mulholland  
Commissioner  
Mulholland

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Yes

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### 3. FY 2020 Meeting Schedule

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Yes

Commissioner  
Mulholland

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### 4. Postsecondary Registration Compliance Enforcement

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Yes

Carolyn  
Small/Emily  
Willits

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### 5. Staff Reports

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Prasanna  
Bujimalla  
Carolyn  
Small  
Wade  
Leuwerke  
Meghan  
Oster

Postsecondary Registration, SARA & Exemptions Report - Page 45

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### 6. Committee Reports

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Yes

Commissioner  
Fitzgibbon  
Commissioner  
Ash

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### 7. Commissioner Comments

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### 8. Adjournment

# **IOWA COLLEGE STUDENT AID COMMISSION**

## **Executive Director's Report**

**May 2020**

### **Grants and Scholarships**

Staff have now released three rounds of guidance related to COVID-19. The first addressed general eligibility for state financial aid as colleges shift to online learning. The second addressed specific eligibility for Future Ready Iowa programs if a student withdraws or reduces their course load. The third addressed how Higher Education Emergency Relief Fund grants to students will affect state aid awards.

Eligibility determination for most financial aid programs is on hold until the Legislature reconvenes and approves a budget for FY21. However, our team has notified recipients of these awards:

- 172 former foster youth will receive the federal Education and Training Voucher in 2020-21.
- Three 2020 high school graduates will receive the Terry E. Branstad Iowa State Fair Scholarship.

Staff plan to provide loan repayment or income supplement awards to individuals working in high-need occupations in Iowa during fiscal year 2020. A summary of the number of anticipated awards by program:

- Rural Iowa Primary Care Loan Repayment Program: 9
- Teach Iowa Scholar: 102
- Teach Shortage Loan Forgiveness Program: 30
- Health Care Loan Repayment Program: 31
- Rural Iowa Advanced Registered Nurse and Physician Assistant Loan Repayment Program: 20

We have also finalized eligible programs of study for the Skilled Workforce Shortage Tuition Grant (Kibbie Grant) and the Future Ready Iowa Last-Dollar Scholarship for 2020-21.

### **Local College Access Networks**

Because of school closures, we made several changes to our Local College Access Network grants. For current LCANs, we delayed the 2020-21 application window by two weeks. The grants will still be effective July 1 through June 30 as planned. For new LCANs, on the other hand, grants will not begin until January 1 and will run just six months. We expect to open that application window November 1. We have also allowed existing LCANs to repurpose certain funds to respond to students' immediate needs. For instance, Story County CAN is providing books and weekend snacks, especially for students in rural districts.

LCAN Leadership Teams continue to meet virtually to discuss short-term and long-term effects of the pandemic on college attainment in their communities. Responses include recognition for high school seniors who will not experience a live College Decision Day or commencement. Iowa College Aid staff have also been holding weekly teleconference meetings with coordinators. While the pandemic was the impetus for these meetings, we see a benefit to maintaining this practice.

## **GEAR UP Iowa**

High school is not ending as anyone expected for our GEAR UP Iowa 2.0 cohort. In response, we are giving our GEAR UP Iowa schools the opportunity to request a three-month extension of their project performance periods. Schools will receive no additional funds but will have until September 30 to spend down existing funds, collect match, and meet deliverables. We are also sharing details about flexibility in implementation plans with GEAR UP high schools and partner colleges and are making virtual resources available to students and families.

Last week, GEAR UP Iowa hosted a “Passing the Baton” virtual conference with close to 40 participants, ranging from coaches and counselors to superintendents. This celebratory end-of-year event offered an opportunity for participants to reflect on the work achieved over the past six years and how to finish out students’ senior year successfully to ensure a smooth transition to college. The event provided specific guidance to schools on finalizing activities for the school and grant closeout. Significant discussion also centered on graduation requirement changes due to COVID-19 and their effect on students’ transition to college.

## **Course to College**

This is a year unlike any other, but we are still celebrating the high school class of 2020. Governor Kim Reynolds declared May as College Decision Month with an official proclamation and a congratulatory video. You can view the Governor’s video on Iowa College Aid’s YouTube channel. As of last week, 50 of our 51 Course to College Partner schools had registered their events, and many Participant schools are holding events as well. Staff have helped provide video templates, placards, yard signs, and giveaways, and we are sharing students’ videos and photos on social media. Most years, we invite Commissioners to attend an event nearby. This year, we invite you to watch for the hashtag #IADecisionDay on social media.

With the deadline to file federal income tax returns extended to July, we encouraged students and families to focus on the FAFSA on April 15. We conducted a FAFSA Q & A via Facebook live stream in partnership with the Iowa College Access Network and the Iowa Association of Independent Colleges and Universities. The 90-minute session drew 840 viewers in real time, and as of last week, it had more than 2,000 views.

Registration opened in late April for the 2020-21 Course to College program.

## **Virtual Coach**



As of last week, 1,017 students have opted in to the Virtual College Coach texting campaign. We have sent 16,154 messages and received 2,100. The program expanded last week with the launch of a junior campaign to support the high school class of 2021. The campaign will guide college-bound students and families through the coming year with text messages and personalized coaching.

### **Iowa College & Career Readiness Academy**

We have entered into a memorandum of understanding with the Iowa Department of Education to expand the Iowa College & Career Readiness Academy. The Department of Ed will provide \$28,000 to support the Academy as we build capacity, contract with more facilitators, and develop new courses. This spring, we added a special session of 101 to provide a professional development opportunity for school counselors and others who are working from home; it filled within a week. Registration for our summer session opened last week.

### **Postsecondary Authorization**

After Congress passed the CARES (Coronavirus Aid, Relief, and Economic Security) Act in late March, Postsecondary Registration staff drafted step-by-step advice for Iowa institutions to access the Higher Education Emergency Relief Fund. We sent the information to 79 schools. Iowa institutions are eligible to receive about \$121 million, of which more than \$60 million must go to students in the form of emergency grants.

### **“Condition of Higher Education”**

We officially released our “Condition of Higher Education in Iowa 2020” report on May 1, and it is currently at the printer. Lead researcher Meghan Oster will present a summary later in this meeting. If you wish for a bound, published copy of the report, we hope to mail it around the end of May or in early June.

# IOWA COLLEGE STUDENT AID COMMISSION

## Minutes of Meeting March 20, 2020

### **Members Present**

Manny Atwood  
Sherry Bates  
Cecil Dolecheck

Tim Fitzgibbon  
Melissa Hidalgo  
Katie Mulholland

Mark Putnam  
Herman Quirnbach  
Doug Shull

### **Members Absent**

Michael Ash  
Tim Kraayenbrink

Barbara Sloniker  
Emily Stork

Jeremy Varner  
Cindy Winckler

### **AG Present**

Emily Willits

### **Staff Present**

Todd Brown  
Prasanna Bujimalla  
Jennifer Christensen  
Merima Dizdarevic

Julie Ntem  
Lisa Pundt  
Elizabeth Keest Sedrel  
Christina Sibaouih

Carolyn Small  
Jayne Smith  
Mark Wiederspan

### **Guests Present**

Robin Madison  
Angie Carlson

Legislative Services Agency  
Capri College

## **Call to Order**

The Iowa College Student Aid Commission met for a regularly scheduled meeting on March 20, 2020, via telephone conference call. Commission Chair Mulholland called the meeting to order at 10:01 a.m. with introductions. A quorum was present.

## **Executive Director's Report**

Dr. Wiederspan announced the appointment of Melissa Hidalgo to the Board of Commissioners to represent Iowa college students. Commissioner Hidalgo is studying social work at Grand View University. Her term began January 24, 2020, and will run through June 30, 2022.

Due to COVID-19 concerns, Dr. Wiederspan announced the closure of Iowa College Aid's office to the public as of March 20, 2020. Staff are attending the phones, and appointments can be scheduled should the need arise. All staff members have the ability to work remotely if the office must close completely. Dr. Wiederspan expressed appreciation for IT staff members Alex Peck, Adam Messer, and Julie Ntem for their extra work in ensuring the capability of teleworking.

Other updates related to the COVID-19 outbreak:

- Grants and Scholarship staff continue to provide guidance to postsecondary institutions to ensure students can maintain eligibility for state financial aid programs.
- Forbearance is available to individuals who are repaying loans through discontinued conditional grant programs.
- The State Authorization team is issuing guidance related to schools moving to online-only instruction.
- The Community Engagement staff is working with school representatives and community partners to remotely connect to students and encourage college choice decisions.
- AmeriCorps and GEAR UP staff are also connecting to students virtually.

Dr. Wiederspan reported on Grants and Scholarship staff distribution of the 2020 Customer Satisfaction Survey to financial aid administrators, which received a 51 percent response rate with an average score of 4.68. This was a considerable increase in comparison to the 2017 survey, which received an average score of 4.33.

Dr. Wiederspan said the AmeriCorps program expanded in fall 2019 to collaborate with community colleges in a pilot program to support Future Ready Iowa Last-Dollar Scholarship and Future Ready Iowa Grant recipients. Success coaches and the Future Ready Texting Program provide students with support from summer transition through degree completion. Engagement levels within these programs remain high with a 48.7 percent engagement rate for Future Ready Iowa Last-Dollar Scholarship recipients, 59.9 percent engagement rate for GEAR UP Iowa Students, and 29.3 percent engagement rate for the general high school population. The AmeriCorps program growth also included the launch of Student Leader positions in high schools. The Student Leaders are high school seniors who serve as peer mentors to support the College Application Campaign, FAFSA Completion Initiative, and College Decision Day. This program currently serves 21 high schools, with 25 Student Leaders on track to complete their service. Due to current school closures, we are working to allow Student Leaders to complete their 300-hour terms through online outreach.

Dr. Wiederspan reported that initial numbers for fall, winter, and spring disbursements of the Future Ready Iowa Last-Dollar Scholarship were due March 6. To date, 6,460 students have received just over \$12.6 million. Among those recipients, roughly 80 percent were 20 years of age and older.

Dr. Wiederspan announced that Governor Kim Reynolds accepted a request from the Latino College Access Network (Latinos CAN) to declare April as Latino Postsecondary Attainment Month. Given the coronavirus situation, the proclamation signing ceremony was canceled. However, April will be designated as Latino Postsecondary Attainment Month. Latinos CAN is a statewide college access network currently in Year 1.

Dr. Wiederspan announced that FY21 Local College Access Network grant applications are scheduled to open April 1 for new and continuing applicants. Grants support the creation of LCANs to increase college attainment in a specific geographic location or for a specific population. Given the current situation, staff are considering postponing the application date. Staff are working on developing communication materials to advertise the date change.

Dr. Wiederspan reported that GEAR UP Iowa will hold a virtual conference on May 5 to close out the final year working with partner high schools and transition to partner colleges. The event will celebrate the successes of the grant while reflecting on best practices learned across our 12 partner districts.

Dr. Wiederspan announced that College Decision Day registration is open for Course to College schools. Usually, events scheduled throughout May celebrate and recognize students' decisions to continue education after high school. However, given the current situation, many of the scheduled in-person events will be canceled. Staff are working to help schools adapt to virtual events.

Dr. Wiederspan announced that the Iowa College & Career Readiness Academy is developing two new courses. One will focus on college and career readiness strategies for K-5 school counselors and educators. The other will support professionals who work with foster care and system-involved youth. Iowa College Aid staff will coordinate work groups to create these courses. Tentatively, they will roll out for the fall 2020 session.

Dr. Wiederspan joined Commissioner Jeremy Varner and Representative Cindy Winckler at the Education Commission of the States' (ECS) "Connecting Education to Work" conference in North Carolina. Iowa was one of four states selected to participate. The conference provided an opportunity to view Gallup Survey data on public perceptions of postsecondary education in relation to career goals. Survey results were specific to Iowa respondents. For example, among individuals with less than an associate's degree and not currently enrolled in college, 36 percent perceived the need for additional education. Staff are working with ECS on the development of a state report.

Finally, Dr. Wiederspan updated Commissioners on the status of the Order to Show Cause for InSpirit Institute. In November 2019, the Board of Commissioners authorized Iowa College Aid to issue an Order to Show Cause why we should not order InSpirit Institute, a massage school in Dubuque, to cease operations for failure to comply with state requirements. During the last week of February, the school closed abruptly as it was evicted from its offices. In addition, the owner moved to Florida. Having received complaints from students in the previous weeks that they were unable to access their transcripts, State Authorization staff traveled to Dubuque to secure student records. InSpirit's office manager voluntarily surrendered available hard copies of student records, which are now stored securely in our offices. Dr. Wiederspan expressed appreciation for the state authorization team, Lisa Pundt, Carolyn Small, and Jayne Smith, for being proactive and retrieving the transcripts.

### **Meeting Minutes**

Motion: Commissioner Shull moved to approve the January 24, 2020, Meeting Minutes as written. Commissioner Fitzgibbon seconded the motion, which passed unanimously.

## **Administrative Rules**

Mr. Brown provided background on the recommended action to propose Amendments to Administrative Rules: Chapter 24, Chapter 25 and Chapter 26. Mr. Brown noted that these changes relate to the way that we measure mileage to distinguish between urban and rural communities. This action would measure distance along paved roads as opposed to a straight-line distance between two post offices. Mr. Brown said this action would constitute the long-term fix for the waiver request the Commission approved in January.

Motion: Commissioner Atwood moved to approve the proposed amendments relating to the action of measuring distance along paved roads.  
Commissioner Bates seconded the motion, which passed unanimously.

## **Gold Bridge Partners, Inc. Contract Extension**

Ms. Ntem provided background on the history of Iowa College Aid's agreement with Gold Bridge Partners, Inc (GBPI) and the products GBPI provides. In November 2019, the Commission authorized four more one-year renewals. The current action would allow staff to exercise the first of the four additional allowable renewable terms, which will place the contract into Year 7. Ms. Ntem explained that Year 7 includes a high-end estimate of expenses for hardware and software upgrades. Staff will work to obtain the best possible pricing.

Motion: Commissioner Fitzgibbon moved to authorize staff to exercise the option for a one-year extension of the State Scholarship, Grant and Loan Repayment Application and Processing System contract with Gold Bridge Partners, Inc. Commissioner Shull seconded the motion, which passed unanimously.

## **Staff Reports**

Ms. Bujimalla provided updated financials through February 2020.

Ms. Pundt provided the report on Postsecondary Registrations, SARA, and Exemptions. Ms. Pundt also shared the background regarding actions taken with InSpirit Institute. She reported that paper copies of student records were collected from the InSpirit Dubuque location on February 24, 2020, a day before their eviction. In addition, the

postsecondary registration staff were notified by the office manager that there were seven active students, including two who were midway through their program of study. Staff were unsuccessful in finding files pertaining to the two active students enrolled in the massage therapy program. No electronic files were made available to staff. Iowa College Aid has received several student complaints and inquiries regarding their transcripts, student records, and education status. Staff are working in partnership with Tony Alden, board executive of the Iowa Department of Public Health's Bureau of Professional Licensure. Students were advised to contact Mr. Alden to determine next actions for program completion. Ms. Pundt noted that InSpirit Institute has updated its website to indicate it will reopen soon. Staff are working with Ms. Willits on next steps for the Order to Show Cause.

Senator Quirmbach asked the status of any loans the students may have taken. Ms. Pundt said the school does not participate in federal or state financial aid, therefore any loans obtained would be personal loans. Iowa College Aid does not have details on that. Ms. Willits said InSpirit Institute had reinstated its bond, payable to the State of Iowa, after the November Commission Meeting. Staff will work with students and the Attorney General's Office Consumer Protection Division to provide documentation for a bond claim. In response to a question from Commissioner Fitzgibbon regarding Iowa Department of Education protection, Ms. Small said the school was not part of the federal student aid system and any means of relief for students would be from the bond. Senator Quirmbach urged staff to stay abreast of the situation. Commissioner Mulholland agreed and requested ongoing reports from staff.

### **Legislative Committee Report**

Mr. Brown noted that legislators announced the suspension of the legislative session for 30 days due to the COVID-19 situation. The original scheduled end of the session is April 21. If reconvened, the session is likely to continue beyond this date. Legislators met March 16 to ensure continuity of state government in July and August in case they are not able to reconvene before the end of the current state fiscal year. The Capitol is officially closed until the end of March. Mr. Brown said one bill of interest passed the House and Senate and was signed by the Governor on March 12: Senate File 2118 would allow eligible loans to be refinanced while still qualifying for certain forgiveness programs.

### **Audit and Finance Committee Report**

Commissioner Fitzgibbon said there was nothing to add to Ms. Bujimalla's financials report, apart from sharing on income received from the PLP program. He suggested staff work with the Department of Revenue (IDR) to match their collection actions to recently approved federal program actions that halt loan collections because of COVID-19. Ms. Willits will work with staff to determine the next steps. Staff will review the Memorandum of Understanding with the IDR and report back to the Commission.

### **Commissioner Comments**

Commissioner Shull moved to adjourn the meeting. Commissioner Fitzgibbon seconded the motion. The motion passed unanimously, and the meeting adjourned at 10:49 a.m.

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Katie Mulholland, Chair

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Doug Shull, Vice Chair



# IOWA COLLEGE STUDENT AID COMMISSION

## Minutes of Meeting April 24, 2020

### **Members Present**

Manny Atwood  
Sherry Bates  
Melissa Hidalgo  
Katie Mulholland

Mark Putnam  
Herman Quirmbach  
Doug Shull  
Barbara Sloniker

Emily Stork  
Jeremy Varner  
Cindy Winckler

### **Members Absent**

Michael Ash  
Cecil Dolecheck

Timothy Fitzgibbon

Tim Kraayenbrink

### **AG Present**

Emily Willits

### **Staff Present**

Todd Brown  
Merima Dizdarevic

Julie Ntem  
Christina Sibaouih

Elizabeth Keest Sedrel  
Mark Wiederspan

### **Guests Present**

Gary Adams  
Angie Carlson  
Robin Madison

Iowa Student Loan  
Capri College  
Legislative Services Agency

## **Call to Order**

The Iowa College Student Aid Commission met for a special meeting on April 24, 2020, via telephone conference call. Commission Chair Mulholland called the meeting to order at 10:01 a.m. with rollcall. A quorum was present.

## **Policy Development**

Mr. Brown provided background on the recommended action to authorize the Executive Director to initiate policy amendments to Iowa Code Section 261.5 during the 2020 legislative session. Mr. Brown noted that this proposal is related to the impact COVID-19 has on the higher education community in Iowa, particularly students. Mr. Brown explained that under the Commission's current authority, the board has the ability to temporarily waive or modify any statute or regulation as it relates to state financial aid programs only in the event of a presidentially declared national emergency due to a terrorist attack. Mr. Brown says this proposal includes the addition of the Governor's emergency declaration to the authority, as well as a public health emergency as a qualifying circumstance. Mr. Brown notes that staff have been in communication with the Governor's office, who have reviewed the language and have been supportive.

In a response to a question from Senator Quirnbach concerning the duration of the waivers, Mr. Brown clarified that the board has power to waive conditions as long as the emergency declaration remains in effect. In addition, Senator Quirnbach emphasized that Code language states that the appointed members of the Commission are those who have the authority to exercise emergency power.

Commissioner Winckler asked if it would be suitable to broaden the Code language to include all disasters declared, in contrast to listing specific disasters. Mr. Brown explained that he had a similar conversation with Senator Kraayenbrink, who expressed concern about confining Code language to include certain circumstances as they relate to an emergency declaration. Commissioner Winckler suggested changing the Code language without specifying particular circumstances but rather utilizing this Code for any disaster declared. Senator Quirnbach noted that he believes that confining the Code to the current circumstances, as they relate to a public health disaster, is appropriate. Commissioner Sloniker concurred with Senator Quirnbach.

Commissioner Varner noted he was supportive of the Code language as written. He gave special attention to Section 261.5, Subsection 3, which includes subsequent references to

a national emergency. He recommended changes to this language to include disasters declared by the Governor. Emily Willits provided feedback and suggested a change in language to state emergency or disaster declaration with the absence of national specifications. Commissioner Bates agreed with the suggested change in Code language. Mr. Brown summarized the changes, which include the addition of a public health disaster as declared by the Governor to Code language. In addition, he noted changes requested as they relate to Section 261.5, Subsection 3, removing "by the national" and including "or disaster," which appears twice within the subsection.

Motion: Commissioner Shull moved to approve the authorization of the Executive Director to formally initiative policy amendments to Iowa Code Section 261.5. Commissioner Stork seconded the motion, which passed unanimously.

### **ColorFX/Mittera Contract Extension & Requestion for Proposal**

Ms. Sedrel provided background on the history of the agreement and the services it provides. The first proposed action would allow for a six-month contract extension with ColorFX, a division of the Mittera group. This contract extension would allow for 2020-2021 publication printing and services under the current contract and return the annual renewal date to January, a slow time for printing orders. Ms. Sedrel noted that due to COVID-19, Iowa Department of Administrative Services is receiving countless number of requests and proposals. The second proposed action would allow authorization to issue a Request for Proposal for a new Printing, Storage, and Distribution Services master agreement once Iowa Department of Administrative Services is better equipped to do so.

First Recommended Action:

Motion: Commissioner Shull moved to authorize staff to exercise the option for a six-month contract extension with ColorFx, a division of the Mittera group. Commissioner Varner seconded the motion, which passed unanimously.

Second Recommended Action:

Motion: Commissioner Shull moved to authorize staff to issue a Request for Proposal for a new Print, Storage, and Distribution Services master agreement. Commissioner Bates seconded the motion, which passed unanimously.

**Commissioner Comments**

Commissioner Sloniker moved to adjourn the meeting. Commissioner Shull seconded the motion. The motion passed unanimously, and the meeting adjourned at 10:28 a.m.

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Katie Mulholland, Chair

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Doug Shull, Vice Chair

# **IOWA COLLEGE STUDENT AID COMMISSION**

## **Proposed Meeting Schedule**

**May 2020**

### **Recommended Action:**

Move to approve a meeting schedule for Fiscal Year 2021:

Commission rules require at least six meetings per year. In addition, special meetings, which are often held by telephone, may be scheduled. Notice of such meetings will be given to the public at least seven days prior to the meeting.

Unless otherwise indicated, the meetings will begin at 10:00 a.m., and plan to adjourn by 12:00 p.m.

- July 17, 2020
- September 18, 2020
- November 20, 2020
- January 22, 2021
- March 19, 2021 (by telephone)
- May 14, 2021

(March meeting date may be changed to accommodate Spring Break schedules.)

# **IOWA COLLEGE STUDENT AID COMMISSION**

## **Postsecondary Registration Compliance Enforcement Action**

**May 2020**

### **RECOMMENDED ACTION:**

Issue a Cease and Desist order against Inspirit Institute, a postsecondary school under the ownership and operational control of Lynn (Kramer) Young, for failure to comply with Iowa's oversight and consumer protection requirements for a school that operates in Iowa under a claim of exemption from registration.

### **Inspirit Institute failed to comply by:**

- **Maintaining a tuition refund policy for Iowa students who terminate from a school's program that meets the conditions of Iowa Code Section 714.23;**
- **Providing consumer disclosures to the Iowa College Student Aid Commission (the Commission) and to students as required by Iowa Code Section 714.25(c) and (d).**

Iowa Code Authority\* for the Recommended Action is quoted in an asterisked footnote at the conclusion of this report.

### **SUMMARY:**

Inspirit Institute is a nondegree career and technical training program provider that was located in Dubuque, Iowa, and offered massage therapy programs. These programs prepared students for first-time professional licensure as a massage therapist. The Institute filed an application for approval to operate in Iowa under an exemption from registration as required by Iowa Code Section 261B.11(2) on November 29, 2017.

Since its initial application, staff made repeated attempts to work with the Institute to achieve full compliance with all applicable requirements of exempt schools identified in Iowa Administrative Code Section 283-21.14. However, those efforts were unsuccessful. On November 15, 2019, as the result of a staff recommendation, the Commission voted to issue an Order to Show Cause against the Institute pursuant to Iowa Code Section 261.12(1). See Attachment A.

The Order to Show Cause was based on the Institute's failure to comply with:

- Iowa Code Section 714.23, which guarantees certain students who withdraw from the Institute a tuition charge reduction;
- Student consumer information disclosures described in Iowa Code Section 714.25(c) and (d); and
- Iowa Code Section 714.18, which required the Institute to maintain a continuous, corporate surety bond payable to the State of Iowa in the amount of \$50,000.

#### Bond Compliance History

Inspirit Institute originally obtained a bond under Iowa Code Section 714.18 effective October 31, 2014. This private trade school bond #71601347 was issued by Western Surety Company in the requisite amount of \$50,000. On December 4, 2018, the surety company notified the Commission that the bond was cancelled and voided as of January 11, 2019, due to nonpayment of premium.

Inspirit Institute reinstated the required bond through Western Surety Company in the amount of \$50,000 (#64872889), after the Commission notified Inspirit Institute of its noncompliance through the Order to Show Cause, which the Commission voted to issue during its meeting on November 15, 2019. The Institute's bond coverage through Western Surety Company was reinstated with an effective date of November 15, 2019. See Attachment B.

#### Refund Policy and Student Consumer Information Disclosure Compliance History

On December 18, 2019, staff received an unsolicited email from Will Hammel, who identified himself as Ms. (Kramer) Young's Webmaster. Mr. Hammel stated he had been asked to contact us by Ms. (Kramer) Young to ". . .help her get compliant." Staff agreed to provide this assistance, although numerous changes were necessary to the Institute's Catalog and website. See Attachment C.

Staff conducted a series of internal meetings to craft recommended revisions to the Institute's Catalog and Website. Staff had made significant progress. However, work was not yet complete. Thus, staff had not transmitted any suggestions for revisions to either the school owner or her Webmaster, Mr. Hammel.

On January 13, 2020, staff emailed Ms. (Kramer) Young an Order to Show Cause Hearing Postponement. See Attachment D. In the Hearing Postponement, staff described the status of the policy and student consumer disclosure revision recommendations staff had agreed to recommend:

*I believe it is quite reasonable to assume from Mr. Hammel's and your email communications that you are requesting and authorizing Iowa College Aid to draft revisions to your Catalog and webpages that bring you into full compliance with the*

*provisions of Iowa Code Sections 714.23 and 714.25, i.e., the tuition refund policy and student consumer information disclosures for students attending your Iowa school. We are happy to provide this assistance. However, the necessary revisions are extensive. My team and I have begun work on those revisions but our work is not yet concluded. . .*

Subsequently, in the weeks shortly before the school closed, staff were contacted by telephone and email by several former Inspirit Institute students who alleged a very similar experience:

- The former student paid Inspirit Institute in full for program charges;
- The former student completed all coursework and practicum requirement for graduation as stipulated by the Institute's Catalog(s) policies, and the Iowa Board of Massage Therapy's rules described in Iowa Administrative Code Chapter 645-132 (152C);
- Inspirit Institute staff and/or the school owner Lynn (Kramer) Young denied the former student's request to receive a transcript of hours earned and diploma or certificate signifying program completion in violation of Iowa Administrative Code Sections 645-132.5 and 132.7(3) . These students alleged that Ms. (Kramer) Young refused to release the student's transcript and diploma until the student passed the proficiency examination administered by the Federal of State Massage Therapy Boards known as the MBLEx. Some of these students alleged that Inspirit Institute staff or Ms. (Kramer) Young required the former student to pay additional fees and return to the school at least 6 or 6.5 hours per week until the former student passed the MBLEx examination.

On February 17, 2020, staff became aware the landlord of the property in which Inspirit Institute operated had filed a notice to vacate the property (i.e., an eviction notice) in the Iowa District Court of Dubuque County, Case #SCSC089741. See Attachment E. The landlord took possession of the property in which Inspirit Institute had been operating on February 24, 2020, thus causing the school to immediately cease operation and instruction at that location.

Due to the totality of the circumstances described above, staff did not transmit to Ms. (Kramer) Young or the Webmaster Mr. Hammel any revisions necessary to bring Inspirit Institutes Catalog or website into full compliance with the requirements of Iowa Code Section 714.23 or 714.25. Commission staff received no communication or documentation directly from Ms. (Kramer) Young that included specific policy or disclosure recommendations aimed at achieving full compliance.

## **CONCLUSION:**

Inspirit Institute ceased operating at 3100 Cedar Crest Ridge, Suite 5, Dubuque, Iowa when the building's landlord took possession of the property due to non-payment of rent on February 24, 2020. Staff are concerned that Inspirit Institute maintains a presence in Iowa through its website



and may reopen a physical location in Iowa, as suggested by the following statement on the Institute website [www.inspiritinstitute.com](http://www.inspiritinstitute.com) as of May 1, 2020 (see Attachment F):

*Due to unfortunate circumstances we had to close our large Dubuque location. **We will be re-opening a smaller location within the next month or two [emphasis added]**. The Madison & Dodgeville locations are operating as normal & I am starting a FLORIDA location this week. . .*

Inspirit Institute failed to accomplish changes in policy and student consumer information disclosures needed to fully comply with Iowa Code Sections 714.23 and 714.25. These compliance failures disqualify the school from receiving the Commission's approval to operate a nondegree career and technical school in Iowa under Iowa Code Sections 261B.11(1)(k) and 261B.11(2).

**\*Iowa Code Authority:**

261B.12 Violations — enforcement.

1. When the commission or the commission's designee believes a school is in violation of this chapter, the commission shall order the school to show cause why the commission should not issue a cease and desist order to the school.

*2. After the school's response to the show cause order has been reviewed by the commission, the commission may issue a cease and desist order to the school if the commission believes the school continues to be in violation of this chapter. If the school does not cease and desist, the commission may seek judicial enforcement of the cease and desist order in any district court.*

3. A violation of this chapter constitutes an unlawful practice pursuant to section 714.16.

**Supporting documents for the November 2019 Order to Show Cause may be accessed through the following link:**

<https://www.iowacollegeaid.gov/sites/default/files/PSR%20Compliance%20Enforcement%20Support.pdf>



**IowaCollegeAid.gov**  
Because College Changes Everything

January 13, 2020

Lynn M. Young  
Owner and Executive Director  
Inspirit Institute, Inc.  
3100 Cedar Crest Ridge, Suite 5  
Dubuque, Iowa 52003

Transmitted via Certified U.S. Mail  
Transmitted via email to [lynninspirit@gmail.com](mailto:lynninspirit@gmail.com)

RE: Order to Show Cause

Dear Ms. Young:

On November 21, 2019, the Iowa College Student Aid Commission (Iowa College Aid) issued an Order to Show Cause against Inspirit Institute relative to the Institute's failure to comply with several provisions of Iowa law pertaining to nondegree vocational schools that operate from a location in Iowa. As part of that Order to Show Cause, Inspirit Institute was notified of the right to request a hearing before Iowa College Aid's Board of Commissioners during the Commissioners' meeting on January 24, 2020.

I am writing to you today to inform you that the Commission will postpone the aforementioned hearing on January 24, 2020, based on the Institute's demonstrated progress toward meeting all outstanding compliance deficiencies. During the January 24, 2020 Commission meeting, I will provide the Commissioners with an update on the Institute's progress.

Below you will find a summary of the outstanding items that remain in order for the Institute to receive Iowa College Aid staff approval of the Institute's compliance with Iowa Code Sections 714.18, 714.23, and 714.25:

- Iowa Code Section 714.18: We are in receipt of an imaged copy of a bond obtained by Inspirit Institute and signed on November 20, 2019. The bond is payable to the State of Iowa in the requisite amount of \$50,000. Your insurance agent, Jill Campbell at Ludovissy and Associates Insurance, notified us via email on January 7 that the company gave the original bond to you. *At your earliest opportunity, we require you to mail the original bond, and all accompanying documentation including the customary Power of Attorney, to Iowa College Aid at the following address:*

Iowa College Student Aid Commission  
475 SW 5th St., Suite D  
Des Moines, IA 50309  
ATTN: Kathie Vierling

- Iowa Code Section 714.23 and 714.25(c) and (d): I received an email from Will Hammer on December 18, 2019. Mr. Hammer identified himself as your Webmaster, stated you asked him to contact me, and asked me to "help her (i.e., Inspirit Institute) get compliant. . ." On January 7, 2020, you attached an email to Mr. Hammer's and requested that I "Please help him complete whatever needs done."

I believe it is quite reasonable to assume from Mr. Hammer's and your email communications that you are requesting and authorizing Iowa College Aid to draft revisions to your Catalog and webpages that bring you into full compliance with the provisions of Iowa Code Sections 714.23 and 714.25, i.e., the tuition refund policy and student consumer information disclosures for students attending your Iowa school. We are happy to provide this assistance. However, the necessary revisions are extensive. My team and I have begun work on those revisions but our work is not yet concluded. Upon completion of our edits, we will transmit via email a mark-up of the revised Catalog and instructions for webpage updates to Mr. Hammer and copy you so that you are fully informed of the required revisions.

Please note that the Show Cause proceeding remains pending. I will not recommend to the Commission that it be dismissed until the Institute is in full compliance with the Commission's statutes and regulations, which includes proof that compliant policies are disclosed to the Commission and to Institute's prospective and current students.

Thank you for working with us, Lynn. Please contact me if you have any questions or concerns.

Sincerely,

A handwritten signature in cursive script, reading "J. Carolyn Small".

Postsecondary Registration Administrator

Cc: Lisa Pundt, Compliance Officer  
Emily Willits, Iowa Attorney General's Office

## IOWA COLLEGE STUDENT AID COMMISSION

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IN RE: INSPIRIT INSTITUTE

ORDER TO SHOW CAUSE

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The Iowa College Student Aid Commission (“Commission”) has received a report from Commission staff stating:

1. Based upon information and belief, Inspirit Institute (“Inspirit”) is operating a postsecondary educational institution in Dubuque, Iowa that is exempt from registration under Iowa Code § 261B.11(1). Inspirit Institute advertises that the school currently offers massage therapy programs.<sup>1</sup> Ex. A.

2. A school that claims exemption from registration under Iowa Code § 261B.11(1) must apply for approval of the exemption and demonstrate to the Commission that it qualifies for the exemption and meets consumer protection standards established by the Commission, as set forth in Iowa Code § 216B.11(2). The Commission’s criteria for approving exemptions are set forth at Iowa Administrative Code 283—21.14.

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<sup>1</sup><http://www.inspiritinstitute.com/> (last visited October 29, 2019).

3. Based on Inspirit's current program advertising, Inspirit must seek approval for an exemption from registration as set forth in Iowa Code § 261B.11(1)(k) for postsecondary educational institutions offering programs limited to nondegree specialty career and technical training programs.

4. A school approved for an exemption under Iowa Code § 216B.11(2) must file evidence of financial responsibility under Iowa Code § 714.18 or demonstrate to the Commission that the school qualifies for an exemption under section 714.18 or 714.19.

5. Inspirit does not currently have evidence of financial responsibility on file with the Commission.

6. Inspirit has not applied for an exemption from filing evidence of financial responsibility under Iowa Code § 714.19.

7. A for-profit school with at least one program of more than four months in length that leads to a recognized educational credential, such as an academic or professional degree, diploma, or license, must submit to the Commission a tuition refund policy that meets the conditions of Iowa Code § 714.23. Inspirit is subject to these provisions of Iowa Code.

8. A proprietary school offering a postsecondary educational program, for profit, that is more than four months in length and leads to a recognized educational credential, such as an academic or professional degree, diploma, or

license, must inform the student and the Commission of the student consumer information disclosures set forth in Iowa Code § 714.25.

9. In email communications dated August 24, 2016 and August 18, 2017, Commission staff informed Inspirit of the requirement to seek an exemption from registration. Ex. B and C.

10. Commission staff subsequently received an exemption application from Inspirit Institute. Ex. D. In an email dated December 15, 2017, Commission staff requested additional information from Inspirit regarding the application. Ex. E.

11. Between December 15, 2017 and May 9, 2019, Commission staff continued to send email correspondence to Inspirit requesting information and documentation to support Inspirit's application for an exemption from registration. In each instance, Inspirit either did not respond or provided responses that were incomplete or unsatisfactory. Ex. F.

12. Commission staff sent a formal letter by certified mail dated January 22, 2019 warning Inspirit of its failure to register. Ex. G. The Commission re-sent the letter on February 13, 2019. Ex. H.

13. The last communication from Inspirit occurred on May 13, 2019. Inspirit's owner Lynn Kramer stated in an email directed to Commission staff that "We are no longer offering a school for Esthetics. . .I believe for massage therapy

that we are not held to these requirements as it is simply a program that is approved, not a school.” Ex. I.

14. Under section 261B.11(1)(k), Inspirit must demonstrate it qualifies for an exemption from registration regardless of which type of vocational program the school offers.

15. As of the date of this show cause order, Inspirit has not fully complied with all conditions necessary to justify Commission staff approval for an exemption pursuant to Iowa Code § 261B.11(2).

16. Inspirit does not meet consumer protection standards established by the Commission pursuant to Iowa Code § 261B.11(2) because Inspirit has not demonstrated compliance with Iowa Code § 714.25(c) and (d), as required by 283 IAC 21.14(4).

17. According to written notice Commission staff received on December 4, 2018 from Inspirit’s surety company (CNA Surety), Inspirit’s bond was cancelled and voided on January 11, 2019 due to nonpayment of premium. Ex. J.

18. Commission staff previously approved Inspirit’s tuition refund policy. Ex. C (August 18, 2017 email). Since that approval, Inspirit has modified the language in its catalog to limit its tuition refund policy for Iowa residents to esthetic and nail technology students. Ex. J. Inspirit’s current tuition refund policy for Iowa residents does not cover current massage therapy students.



Pursuant to Iowa Code § 261B.12(1), the Commission hereby orders Inspirit Institute to show cause why the Commission should not issue a cease and desist order to Inspirit Institute for failure to comply with conditions for approval of an exemption from registration under Iowa Code § 261B.11(2), failure to maintain financial evidence as required by Iowa Code § 261B.11(2)(a), and failure to maintain a compliant tuition refund policy for Iowa resident students who withdraw as required by Iowa Code § 261B.11(2)(b), and failure to demonstrate compliance with student consumer disclosures as required by Iowa Administrative Code § 283-21.14(4) .

Inspirit shall submit a written response to Commission staff no later than Monday, December 9, 2019. Responses may be submitted to: Iowa College Aid, Attn: Postsecondary Registration Administrator, 475 SW Fifth Street, Suite D, Des Moines, IA 50309-4608. The Commission will consider Inspirit's response at its regularly-scheduled meeting on January 24, 2020. If Inspirit wishes to be heard in person, Inspirit may appear through its representative at that time. Violations of Iowa Code chapter 261B may constitute an unlawful practice pursuant to Iowa Code section 714.16.

SO ORDERD on the \_\_\_\_ day of November, 2019.



Chairperson  
Iowa College Student Aid Commission

Copy sent via Certified Mail to:  
Lynn Kramer  
Inspirit, Inc.  
3100 Cedar Crest Ridge, Suite 5  
Dubuque, Iowa 52003

Copy sent via Email to:  
Carolyn Small, Iowa College Aid

Proof of Service	
The undersigned certifies that the foregoing instrument was served upon each of the persons identified as receiving a copy by delivery in the following manner on November 22, 2019	
<input checked="" type="checkbox"/> U.S. Certified Mail	<input type="checkbox"/> FAX
<input type="checkbox"/> Hand Delivery	<input type="checkbox"/> Overnight Courier
<input type="checkbox"/> Federal Express	<input type="checkbox"/> Other
<input checked="" type="checkbox"/> E-mail	<input type="checkbox"/> Electronically-ECF System
Signature: <u>/s/ Amanda M. Florez</u>	

## **NOTICE OF RIGHT TO REQUEST HEARING**

**YOU ARE NOTIFIED** that you may request a contested case proceeding on this matter. This request must be in writing and sent Iowa College Aid, Attn: Postsecondary Registration Administrator, 475 SW Fifth Street, Suite D, Des Moines, IA 50309-4608, by Monday, December 9, 2019. If requested, a contested case hearing will be held in accordance with Iowa Administrative Code Chapter 283—5 at the Commission’s meeting on January 24, 2020.

If you do not request a formal contested case proceeding, the Iowa College Aid Commission will consider Inspirit’s written response as an agenda item at its regularly-scheduled meeting on January 24, 2020. If Inspirit wishes to be heard in person at that meeting, Inspirit may appear through its representative at that time.

## eForm 3.6: Original Notice and Petition for Forcible Entry and Detainer

In the Iowa District Court for DUBUQUE County

Plaintiff(s)

DENNIS J. & CAROL A. POWERS TRUST

(Name)

350 Gulf of Mexico Dr., Longboat Key, FL 34228

(Address)

(Name)

(Address)

vs.

Defendant(s)

INSPIRIT INSTITUTE, INC.

(Name)

3100 Cedar Crest Ridge, Dubuque, IA 52003

(Address)

(Name)

(Address)

**Original Notice and Petition  
for Forcible Entry and Detainer  
(Iowa Code chapter 648)**

To Defendant(s):

1. **You are notified** that Plaintiff(s) demand(s) from you possession of (state exact address of real property): 3100 Cedar Crest Ridge, Dubuque, Iowa 52003

because (state basis of demand): You have remained in possession of the property without the Landlord's consent after termination of the Lease Agreement and thereafter failed to surrender the premises pursuant to the Three Day Notice to Quit. See attached exhibit.

2. **Hearing is set for** the date, time, and court location listed on the last page of this Original Notice and Petition. The court will electronically record the hearing. If either party desires that a certified court reporter report the hearing, that party must arrange and pay for the costs of reporting. **Failure to appear at the hearing may result in judgment entered against you for possession of the property and court costs.**

**Plaintiff(s):** The court shall set the date of hearing to occur within **8 days** from the filing date of the Original Notice unless you check the box below:

☒ Plaintiff(s) request(s) or consent(s) to the court setting the date of hearing to occur **no later than 15 days from the filing of the Original Notice.**

/s/ Paul J. Sigwarth, AT0007308

Filing Plaintiff or Attorney

O'Connor & Thomas, P.C., 1000 Main Street,

Law firm, or entity for which filing is made, if applicable

Dubuque, IA 52001

Mailing address

(563) 557-8400

Telephone number

psigwarth@octhomaslaw.com

Email address

Additional email address, if applicable

/s/ Alex L. Hofer, AT0013778

Second Plaintiff, if applicable

O'Connor & Thomas, P.C., 1000 Main Street

Law firm, or entity for which filing is made, if applicable

Dubuque, Iowa 52001

Mailing address

(563) 557-8400

Telephone number

ahofer@octhomaslaw.com

Email address

Additional email address, if applicable

**NOTICE OF TERMINATION  
AND THREE-DAY NOTICE TO QUIT**

TO: **Inspirit Institute, Inc.  
c/o Lynn Young  
3100 Cedar Crest Ridge  
Dubuque, IA 52003**

**NOTICE OF TERMINATION**

You are hereby notified that your Lease Agreement with the undersigned covering the property at 3100 Cedar Crest Ridge, Dubuque, Iowa 52003 has terminated, for the reason that you have failed to pay the January 2020 rent within ten (10) days as demanded by the Notice of Default & Right to Cure Letter sent to you by the undersigned on January 14, 2020, pursuant to and in violation of ¶ 24.1 of your Lease Agreement. You have also failed to pay the outstanding water bill to the City of Dubuque and provide written evidence of your cure within thirty (30) days as demanded by the Notice of Default & Right to Cure Letter sent to you by the undersigned on December 16, 2019, pursuant to and in violation of ¶ 24.2 of your Lease Agreement.

**NOTICE TO QUIT**

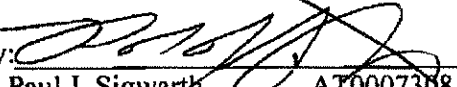
You, Inspirit Institute, Inc., are hereby notified that the undersigned now demands that you vacate and surrender to said undersigned within three (3) days from the date of service of this notice upon you, the possession of the premises now occupied by you and described as follows: 3100 Cedar Crest Ridge, Dubuque, Iowa 52003. If you have not vacated the premises within this time your Landlord can and will take legal action against you to remove you from the premises.

If you wish to discuss the termination of your Lease Agreement with your Landlord, you may do so by contacting Attorney Paul J. Sigwarth of the Law Firm O'Connor & Thomas, P.C., at (563) 557-8400.

You have the right to defend any Forcible Entry and Detainer action brought upon this Notice in Court. This Notice shall run concurrently and not consecutively with any and all other notices served by Landlord. You will therefore take notice and govern yourself accordingly.

Dated this 30<sup>th</sup> day of January, 2020.

DENNIS J. & CAROL A. POWERS TRUST, Landlord

By:   
Paul J. Sigwarth AT0007368  
O'CONNOR & THOMAS, P.C.  
1000 Main Street  
Dubuque, IA 52001  
(563) 557-8400  
Attorneys for Landlord

Authority: Iowa Code § 648.3

**STATE OF IOWA JUDICIARY**

Case No. SCSC089741

County Dubuque

Case Title DENNIS & CAROL POWERS TRUST V INSPIRIT INSTITUTE

**THIS CASE HAS BEEN FILED IN A COUNTY THAT USES ELECTRONIC FILING.**

Therefore, unless the attached Petition and Original Notice contains a hearing date for your appearance, or unless you obtain an exemption from the court, you must file your Appearance and Answer electronically.

You must register through the Iowa Judicial Branch website at <http://www.iowacourts.state.ia.us/Efile> and obtain a log in and password for the purposes of filing and viewing documents on your case and of receiving service and notices from the court.

**FOR GENERAL RULES AND INFORMATION ON ELECTRONIC FILING, REFER TO THE IOWA COURT RULES CHAPTER 16 PERTAINING TO THE USE OF THE ELECTRONIC DOCUMENT MANAGEMENT SYSTEM:**

<http://www.iowacourts.state.ia.us/Efile>

**FOR COURT RULES ON PROTECTION OF PERSONAL PRIVACY IN COURT FILINGS, REFER TO DIVISION VI OF IOWA COURT RULES CHAPTER 16:** <http://www.iowacourts.state.ia.us/Efile>

*Scheduled Hearing:*

**FORCIBLE ENTRY & DETAINER HEARINGS**

**02/21/2020 01:00:00 PM**

**duration - 15 minutes**

**Dubuque County Courthouse, 720 Central Ave, Dubuque, IA**

If you require the assistance of auxiliary aids or services to participate in court because of a disability, immediately call your district ADA coordinator at **(319) 833-3332** . (If you are hearing impaired, call Relay Iowa TTY at **1-800-735-2942**.)

Date Issued 02/07/2020 04:08:29 PM



District Clerk of Dubuque

County

/s/ Elizabeth Freund

# Western Surety Company

## INSTRUCTIONAL SCHOOL BOND - IOWA

Effective Date: November 15th, 2019

Bond No. 64872889

KNOW ALL PERSONS BY THESE PRESENTS, That we, Inspirit Institute, Inc.

,  
as Principal, and WESTERN SURETY COMPANY, a corporation authorized to do surety business in the State of Iowa, as Surety, are held and firmly bound unto the State of Iowa in the penal sum of Fifty Thousand and 00/100 DOLLARS (\$ 50,000.00 ), lawful money of the United States, for payment of which, well and truly to be made, we bind ourselves, our successors and assigns, firmly by these presents.

WHEREAS the Principal proposes to maintain, advertise or conduct in Iowa a course of instruction for profit, or for tuition charge, by classroom instruction or by correspondence and to enter into contracts and agreements with students for such courses of instruction.

NOW THEREFORE, if the Principal shall faithfully perform all contracts and agreements made by it or its salespersons with students, then this obligation is to be void and of no effect.

PROVIDED, this bond shall be continuous and may be cancelled and terminated as to future liability by the Surety upon thirty (30) days notice in writing sent by First Class U.S. Mail to the Iowa College Student Aid Commission and the Principal. PROVIDED, FURTHER, that regardless of the number of years this bond remains in force, the number of claims made against this bond, and the number premiums which shall be paid or payable, the Surety's total limit of liability on this bond shall not be cumulative from year to year or period to period, and in no event shall the total liability of the Surety for all breaches of the conditions of this bond exceed the amount set forth above. Any revision of the bond amount shall not be cumulative.

IN WITNESS WHEREOF, the said Principal and Surety have caused this bond to be executed this 20th day of November, 2019.



Inspirit Institute, Inc., Principal

By

WESTERN SURETY COMPANY, Surety

By

Paul T. Bruflat, Vice President

Page 3 of 76

# Western Surety Company

## POWER OF ATTORNEY

### KNOW ALL MEN BY THESE PRESENTS:

That WESTERN SURETY COMPANY, a corporation organized and existing under the laws of the State of South Dakota, and authorized and licensed to do business in the States of Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin, Wyoming, and the United States of America, does hereby make, constitute and appoint

Paul T. Bruflat of Sioux Falls,  
State of South Dakota, its regularly elected Vice President,  
as Attorney-in-Fact, with full power and authority hereby conferred upon him to sign, execute, acknowledge and deliver for and on its behalf as Surety and as its act and deed, the following bond:

One Instructional School

bond with bond number 64872889

for Inspirit Institute, Inc.

as Principal in the penalty amount not to exceed: \$ 50,000.00.

Western Surety Company further certifies that the following is a true and exact copy of Section 7 of the by-laws of Western Surety Company duly adopted and now in force, to-wit:

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, any Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys-in-Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.

In Witness Whereof, the said WESTERN SURETY COMPANY has caused these presents to be executed by its  
Vice President with the corporate seal affixed this 20th day of November,  
2019.

ATTEST

L. Nelson

L. Nelson, Assistant Secretary

WESTERN SURETY COMPANY

By

Paul T. Bruflat

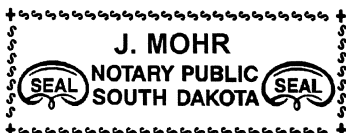
Paul T. Bruflat, Vice President

STATE OF SOUTH DAKOTA }  
COUNTY OF MINNEHAHA } ss

On this 20th day of November, 2019, before me, a Notary Public, personally appeared  
Paul T. Bruflat and L. Nelson

Page 36 of 76

who, being by me duly sworn, acknowledged that they signed the above Power of Attorney as Vice President  
and Assistant Secretary, respectively, of the said WESTERN SURETY COMPANY, and acknowledged said instrument to be the  
voluntary act and deed of said Corporation.



My Commission Expires June 23, 2021

J. Mohr

Notary Public

To validate bond authenticity, go to [www.cnasurety.com](http://www.cnasurety.com) > Owner/Obligee Services > Validate Bond Coverage.







Small, Carolyn &lt;carolyn.small@iowa.gov&gt;

**Re: Inspirit Institute**

1 message

**Small, Carolyn** <carolyn.small@iowa.gov>

Mon, Dec 23, 2019 at 11:56 AM

To: will@hammelcreativemedia.com, lynninspirit@gmail.com, Lisa Pundt &lt;lisa.pundt@iowa.gov&gt;

Hi, Will & Lynn: this is a progress update on Lynn's request that we help her get compliant. Lisa and I have made our way through a good portion of the Inspirit Catalog, but still have some review to do. Personal holiday plans will delay our return to this project until the week of New Year's. I will keep you posted. Thank you for your patience.

**J. Carolyn Small**

Postsecondary Registration Administrator

Iowa College Aid

[carolyn.small@iowa.gov](mailto:carolyn.small@iowa.gov)**PLEASE NOTE WE HAVE A NEW MAILING ADDRESS EFFECTIVE 7-30-18**

475 SW Fifth Street, Suite D | Des Moines, IA 50309-4608

(515) 725-3413 | fax: 515-725-3401

Follow us on social media

Notice to recipient: This message and any response to it may constitute a public record and therefore may be available upon request in accordance with Iowa Public Records Law, Iowa Code Chapter 22.

On Wed, Dec 18, 2019 at 2:36 PM Will Hammel <[will@hammelcreativemedia.com](mailto:will@hammelcreativemedia.com)> wrote:

That would be fabulous! I'll be ready.

Thank you!

Will

Will Hammel

On Wed, Dec 18, 2019, 1:18 PM Small, Carolyn <[carolyn.small@iowa.gov](mailto:carolyn.small@iowa.gov)> wrote:

Yes, we can do that. Revisions that are necessary are in the Inspirit Catalog. Our initial thought is to send you Catalog page mark-ups. Will that work?

If so, give us a couple of days to develop the mark-ups. Thanks for reaching out, Will.

**J. Carolyn Small**

Postsecondary Registration Administrator

Iowa College Aid

[carolyn.small@iowa.gov](mailto:carolyn.small@iowa.gov)**PLEASE NOTE WE HAVE A NEW MAILING ADDRESS EFFECTIVE 7-30-18**

475 SW Fifth Street, Suite D | Des Moines, IA 50309-4608

(515) 725-3413 | fax: 515-725-3401

Follow us on social media

Notice to recipient: This message and any response to it may constitute a public record and therefore may be available upon request in accordance with Iowa Public Records Law, Iowa Code Chapter 22.

On Wed, Dec 18, 2019 at 12:32 PM Will Hammel <[will@hammelcreativemedia.com](mailto:will@hammelcreativemedia.com)> wrote:

Hi,

Lynn Kramer asked that I should contact you. I am her webmaster and just got back in town.

Can you help me help her get compliant?

Thank you so much,

4/28/2020

State of Iowa Mail - Re: Inspirit Institute

			Will Hammel
--	--	--	-------------



NEW AT INSPIRIT! CBD TOPICAL PAIN RELIEF

[Check it out here!](#)

Available only in our Illinois and Wisconsin locations.



[Tell me more!](#)

\* required

- ☐ How much is tuition?
- ☐ Can I get financial aid?
- ☐ What are my career prospects?
- ☐ When does it start?

Name:\*

Email:\*

Phone:\*

Zip code:\*

By checking this box, I give consent for Inspirit Institute to use automated technology to call and/or text me at the number provided above, including my wireless number if applicable. Call us for information: 563-583-7700

☐ I understand and agree

[Send it](#)

## Sorry!

Due to unfortunate circumstances we had to close our large Dubuque location. We will be re-opening a smaller location within the next month or two. The Madison & Dodgeville locations are operating as normal & I am starting a FLORIDA location this week. The focus is on more quality - not quantity. I will be posting updates in two weeks. Thank you for your understanding- prayers & support.

Discover how our programs for Massage Therapy can become part of your journey!

[Email us](#), call 563-583-7700 or text 563-451-7855!

### Upcoming Classes:

Interested in Massage training? Start today! [Contact our office](#) to setup a tour and consultation! Looking for Continuing Education? Inspirit offers a select variety of classes! [Click here](#) to see our class schedule.



## Nurture your Body, Mind & Soul...

### Our Mission Statement

We are committed to being of service to our students, creating a space to grow personally and professionally. We provide quality education for the wellness and beauty industries in a luxury spa environment. We believe in open hearts and healing hands, that nurture the bodies, minds and spirits of our community.

**Inspirit Institute**, is located in beautiful and historic Dubuque, Iowa. We believe careers in Massage Therapy are rewarding life choices. We also believe that by working on ourselves, we can change the world. Our approach on education encompasses a strong scientific base, a solid grasp of many different techniques, the business knowledge to succeed, combined with a heartfelt approach to life. Not only do our students leave with the ability to succeed in a growing field, but their lives are changed in meaningful, significant ways.



#### Prospective students

Our programs are designed to fulfill the requirements necessary for graduates to sit for boards and qualify to be licensed professionals in Iowa. We provide programs in Massage Therapy that exceed the regulation & licensing requirements in most states.

[Explore ▶](#)



#### The School

Drawing on the knowledge of the past and the dreams for the future, Inspirit Institute has a unique vision for a purpose that transforms how we view our world. Students also begin to change their own views of themselves and their world around them as they progress through the program.

[Explore ▶](#)



#### Online Booking

For your convenience, you can book your appointments online with our online scheduling system. With online booking it makes scheduling your service much easier. View all of our services, choose your preferred day & time and select the student or professional of your choice.

[Explore ▶](#)



#### Gift Certificates

Inspirit Institute goes above and beyond to add many different options for services. Give a gift of an Inspirit Institute Gift Card. Enjoy a relaxing massage, rejuvenating facial, or refresh your look with any of our salon services. To view all of our services [click here](#).

[Explore ▶](#)



### Apply today!

To apply [download](#), fill out and send application to:

**Inspirit Institute, Inc.**  
**Education & Spa for Health & Beauty**  
3100 Cedar Crest Ridge, Suite 5  
Dubuque, IA 52003

[Inspirit Application 2017](#)  
(also included in catalog)

For more info please call **563.583.7700**  
Or email [admissions@inspiritinstitute.com](mailto:admissions@inspiritinstitute.com)

### Office Hours:

Monday - Friday: 9:00 am - 9:00 pm  
Saturday: 9:00 am - 2:00 pm  
Sunday: By appointment only.

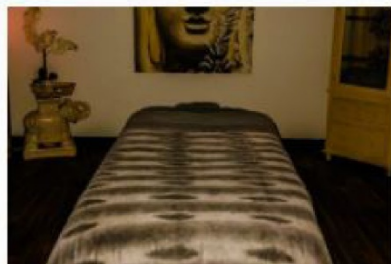
### Upcoming Classes







New at Inspirit! CBD Topical Pain Relief



We've moved!

## What Are You Waiting For?

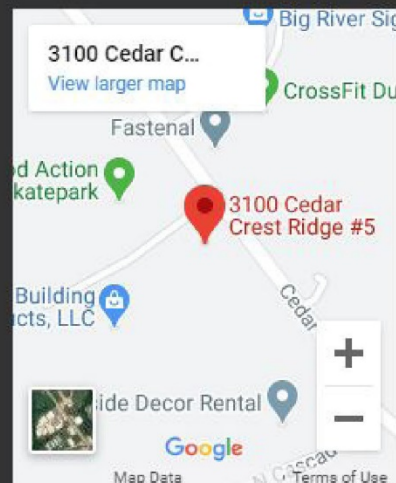
Book an appointment online now!

[Schedule Here](#)

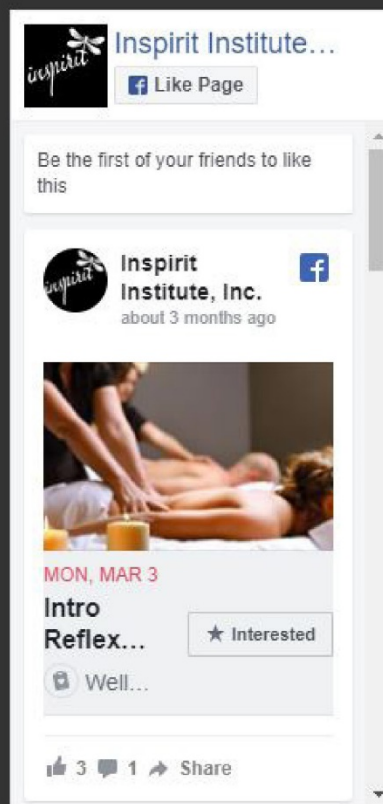
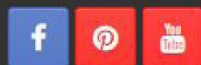
Check out our [Events Calendar](#) so you don't miss a thing!

### Connect

Inspirit Institute, Inc.  
Education & Spa for Wellness & Beauty  
3100 Cedar Crest Ridge  
Suite 5  
Dubuque, IA 52003  
Phone: 563-583-7700  
[info@inspiritinstitute.com](mailto:info@inspiritinstitute.com)



### Follow



### Associations



### Book a tour!

Book a tour today by sending us a message, calling 563-583-7700 or texting 563-451-7855

\* indicates required field

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## Iowa College Student Aid Commission

FUND: '0163

### STRATEGIC RESERVE FUND RECONCILIATION FY 2020 As of April 30, 2020

Beginning Balance As of 07-01-2019 \$27,276,602

#### REVENUES:

Federal Support <sup>1</sup>	2,631,019
Intra-State Transfers <sup>2</sup>	272,332
Conference Registration Fees	9,356
Interest	370,462
Great Lakes Payments	3,139,807

**TOTAL REVENUES COLLECTED:** \$6,422,976

#### EXPENDITURES:

Salary and Benefits	2,246,159
Travel	73,293
Office Supplies & Postage	30,346
Printing & Binding	77,212
Advertising & Publicity	27,714
Communications	29,706
Rentals	122,060
Prof & Scientific Services	88,710
Sub Grant Pymts & Outside Services	881,186
Intra-State Transfers	294,887
Office Equipment	55
IT Equipment, Software & Services	487,951
Miscellaneous Expenses	7,443
State Aid/Transfer to Trust Acct	1,603,175
Aid to Individuals (Scholarships)	39,874

**TOTAL EXPENDITURES:** (\$6,009,771)

Ending Balance As of April 30, 2020 \$27,749,809

Difference \$473,207

Bankers Trust GEAR UP Trust Fund Balance **\$12,057,252**

Cash Basis Report

GEAR UP and AmeriCorps Grants<sup>1</sup>

Volunteer Iowa, Partnership Loan Program, IOWAccess Citizen Grant<sup>2</sup>

**Iowa College Student Aid Commission  
Operating Expenditure Summary  
FY 2020 As of April 30, 2020**

Class Name	FY 2020 Budget	YTD Budget	YTD Actual	YTD Variance	Actual as % of FY 20 Budget
<b>Revenues</b>					
State Appropriation	559,533	466,278	559,533	93,255	100.00%
Postsecondary Fees	228,000	190,000	255,000	65,000	111.84%
Interest Revenue	338,060	281,717	372,104	90,387	110.07%
PLP - Dept of Revenue	75,000	62,500	63,156	656	84.21%
Receipts from Other State Agencies <sup>1</sup>	308,747	257,289	201,561	(55,728)	65.28%
IOWAccess Citizen Facing Website Grant	16,696	13,913	-	(13,913)	0.00%
Conference Registration Fees	-	-	9,356	9,356	0.00%
Great Lakes Payments	3,345,231	2,787,693	3,139,807	352,114	93.86%
Federal Awards/Grants					
<i>GEAR UP 2.0 Trust Fund Transfer</i>	1,603,175	1,335,979	1,603,175	267,196	100.00%
<i>GEAR UP 2.0 Scholarship</i>	2	2	36,024	36,022	-
<i>GEAR UP Subgrants</i>	1,146,555	955,463	534,564	(420,899)	46.62%
<i>State Aid to ETV Foster Care</i>	508,396	423,663	538,166	114,503	105.86%
<i>Other<sup>2</sup></i>	712,616	593,846	511,213	(82,634)	71.74%
Subtotal Federal Awards/Grants	3,970,744	3,308,953	3,223,141	(85,812)	81.17%
<b>Total Revenues:</b>	<b>\$8,842,011</b>	<b>\$7,368,343</b>	<b>\$7,823,657</b>	<b>\$455,314</b>	<b>88.48%</b>
<b>Expenditures</b>					
Salary and Benefits	4,443,347	3,702,789	3,085,994	(616,795)	69.45%
Travel	160,974	134,145	75,294	(58,851)	46.77%
Office Supplies & Postage	84,712	70,593	31,359	(39,234)	37.02%
Printing & Binding	151,301	126,084	77,212	(48,872)	51.03%
Advertising & Publicity	157,125	130,938	27,714	(103,224)	17.64%
Communications (ICN and Cellular)	45,991	38,326	30,609	(7,717)	66.55%
Rentals	182,764	152,303	122,060	(30,244)	66.79%
Prof & Scientific Services <sup>3</sup>	286,180	238,483	88,710	(149,773)	31.00%
Outside Services	189,139	157,616	86,303	(71,313)	45.63%
<i>CE Subgrants</i>	605,000	504,167	260,319	(243,848)	43.03%
Intra-State Reimbursement	75,080	62,567	243,747	181,180	324.65%
IT Equip. & Software/Outside Repairs/Service	692,237	576,864	582,684	5,820	84.17%
Expenditures from Federal Awards/Grants					
<i>GEAR UP 2.0 Trust Fund Transfer</i>	1,603,175	1,335,979	1,603,175	267,196	100.00%
<i>GEAR UP 2.0 Scholarship</i>	2	2	39,874	39,872	-
<i>GEAR UP Subgrants</i>	1,146,555	955,463	534,564	(420,899)	46.62%
<i>State Aid to ETV Foster Care</i>	508,396	423,663	538,166	114,503	105.86%
Subtotal Federal Awards/Grants	3,258,128	2,715,107	2,715,778	671	83.35%
ETV Unexpended Funds/Postsecondary			77,331		
<b>Total Expenditures:</b>	<b>\$10,331,978</b>	<b>\$8,609,982</b>	<b>\$7,427,783</b>	<b>(\$1,182,200)</b>	<b>71.89%</b>
<b>Net Income/ Loss</b>	<b>(\$1,489,967)</b>	<b>(\$1,241,639)</b>	<b>\$473,206</b>		
<b>Receipts from Volunteer Iowa and other state agencies<sup>1</sup></b>					
<b>AmeriCorps Grant and administrative expense reimbursements from GEAR UP and ETV grants<sup>2</sup></b>					
<b>Consultant and professional fees for Community Engagement and GEAR UP &amp; Website update expenses<sup>3</sup></b>					
<b>Operating Expenditure Summary includes State Appropriation, ETV federal funds and Postsecondary Registration Fund.</b>					

**Iowa College Student Aid Commission  
Summary of Resources and Expenditures  
FY 2020 Program Summary As of April 30, 2020**

	STATE APPROPRIATED PROGRAMS	STATE MANDATED/UNFUNDED PROGRAMS RELATED TO CHAPTER 261 OF IOWA CODE	POSTSECONDARY REGISTRATION	FEDERAL GRANT/PROGRAMS	COMMUNITY ENGAGEMENT	PLP, FFELP (GREAT LAKES)	TOTALS
FY 2020 Number of Programs	12	5	1	4	3	2	27
FY 2020 State Scholarships/Grants/Loan Repayment Programs	79,060,087	-	-	-	-	-	79,060,087
FY 2020 Appropriation for Administration	559,534	-	-	-	-	-	559,534
FY 2020 State Fees, Interest & Reimbursements	-	-	256,641	186,000	-	3,598,342	4,040,983
FY 2020 Fed Awards/Grants:							
Payment to Scholarship Trust	-	-	-	1,603,175	-	-	1,603,175
Sub Grants/Admin. Expense Reimbursements	-	-	-	1,035,460	-	-	1,035,460
ETV Federal Grant Reimbursement	-	-	-	584,507	-	-	584,507
<b>Total Revenues:</b>	<b>559,534</b>	<b>-</b>	<b>256,641</b>	<b>3,409,141</b>	<b>-</b>	<b>3,598,342</b>	<b>7,823,658</b>
Personnel	598,683	151,214	379,577	1,225,140	715,951	15,430	3,085,994
Travel	14,607	3,689	9,261	29,892	17,468	376	75,294
Supplies, Printing & Binding, Postage	21,063	5,320	13,354	43,103	25,189	543	108,572
Support-Rent, Communication, Prof/Outside Service	63,570	16,056	40,305	130,089	76,022	1,638	327,681
Legal, Audit and State Reimbursements	45,843	11,579	29,065	93,813	54,822	1,182	236,304
Advertising & Publicity	5,376	1,358	3,409	11,002	6,430	139	27,714
State Transfers/IT Expenses	114,485	28,916	72,586	234,280	136,909	2,951	590,127
<b>Total Operating Cost</b>	<b>863,627</b>	<b>218,133</b>	<b>547,557</b>	<b>1,767,319</b>	<b>1,032,791</b>	<b>22,258</b>	<b>4,451,685</b>
Scholarships/Grants/Loan Repayment Programs	71,970,403	14,000	-	39,874	-	-	72,024,277
Aid to individuals (ETV)	-	-	-	538,166	-	-	538,166
Payment to Scholarship Trust (Bankers Trust Fund)	-	-	-	1,603,175	-	-	1,603,175
Grants to K-12 Schools/Communities (Sub Grants)	-	-	-	534,564	260,319	-	794,883
<b>Total Expenditures (Incl. Scholarship)</b>	<b>72,834,030</b>	<b>232,133</b>	<b>547,557</b>	<b>4,483,097</b>	<b>1,293,110</b>	<b>22,258</b>	<b>79,412,186</b>
<b>Fund Committed for Scholarship and Aid</b>	<b>7,196,337</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7,196,337</b>
<b>Unexpended Funds for ETV/Postsecondary</b>	<b>-</b>	<b>-</b>	<b>79,046</b>	<b>(1,715)</b>	<b>-</b>	<b>-</b>	<b>77,331</b>
<i>Net Gain / Loss</i>	<i>(304,093)</i>	<i>(218,133)</i>	<i>(211,870)</i>	<i>(1,075,671)</i>	<i>(1,293,110)</i>	<i>3,576,084</i>	<i>473,207</i>
<b>Overall % of Total Expense</b>	<b>91.72%</b>	<b>0.29%</b>	<b>0.69%</b>	<b>5.65%</b>	<b>1.63%</b>	<b>0.03%</b>	<b>100.00%</b>



# IOWA COLLEGE STUDENT AID COMMISSION

## Postsecondary Registrations, SARA and Exemptions Reports May 2020

### **Postsecondary Registration Approvals**

Staff has approved the following noncontroversial registration applications since the last written report to Commissioners in March of 2020.

- Drake University (in-state voluntary renewal application)
- Faith Baptist College and Theological Seminary (in-state voluntary renewal application)
- National Louis University (out-of-state mandatory renewal application)
- Ultimate Medical Academy (out-of-state mandatory renewal application)
- William Penn University (in-state voluntarily renewal application)
- St. Luke's College (in-state voluntarily renewal application)

### **Postsecondary Registration Applications Under Review**

#### *Standard Initial or Renewal Applications*

- The Art of Education University (in-state mandatory renewal application)
- Little Priest Tribal College (out-of-state mandatory renewal application)
- Body Wisdom Massage Therapy School (in-state voluntary initial application)
- Brandman University (out-of-state mandatory initial application)
- Chicago School of Professional Psychology (out-of-state mandatory initial application)
- Fuller Theological Seminary (out-of-state mandatory initial application)
- San Joaquin Valley College (out-of-state mandatory renewal application)
- University of Southern California (out-of-state mandatory renewal application)
- Ashford University (out-of-state mandatory renewal application)
- Clarks Summit University (out-of-state mandatory initial application)
- Saybrook University (out-of-state mandatory initial application)
- Western Illinois University (out-of-state mandatory renewal application)
- Purdue University Global (out-of-state mandatory renewal application)
- Ross College (out-of-state mandatory renewal application)
- WyoTech (out-of-state mandatory initial application)

#### *Change of Ownership/Governance/Control*

- Carrington College (out-of-state)
- DeVry University (out-of-state)
- Northcentral University (out-of-state)

- South University (out-of-state)

Postsecondary registration evaluation reports for approved schools are available upon request.

### **Initial Iowa SARA Approvals**

- None

### **Initial Iowa SARA Applications Under Review**

- Wartburg College

### **Iowa SARA Renewal Approvals**

- Faith Baptist Bible College and Theological Seminary
- Shiloh University
- Northwestern College
- Drake University
- University of Dubuque

### **Iowa SARA Renewal Applications Under Review**

- Northeast Iowa Community College
- Eastern Iowa Community College
- Southwestern Community College
- Allen College
- Waldorf University
- William Penn University
- Southeastern Community College
- St. Luke's College

### **Iowa Exempt School Approvals**

- Northwestern College
- Morningside College
- Clipperton Academy
- The Nail Tech Institute of Iowa
- Northwest Iowa Community College

### **Iowa Exempt School Applications under Review**

- New Horizon Computer Learning – Hiawatha
- Faust Institute
- Iowa Diesel Training Academy

- UnityPoint Health – Des Moines School of Radiologic Technology
- Iowa Wesleyan
- Bio-Chi Institute of Massage Therapy
- Kindred Spirits School of Taxidermy
- Siouxland Pipe Welding
- World of Beauty
- The Salon Professional Academy
- Zeal Salon Spa & Academy
- Northeast Iowa Community College
- Southwestern Community College
- Southeastern Community College
- Eastern Iowa Community College
- Coe College
- Inste Global Bible College
- Grinnell College
- Des Moines Area Community College
- Iowa Central Community College

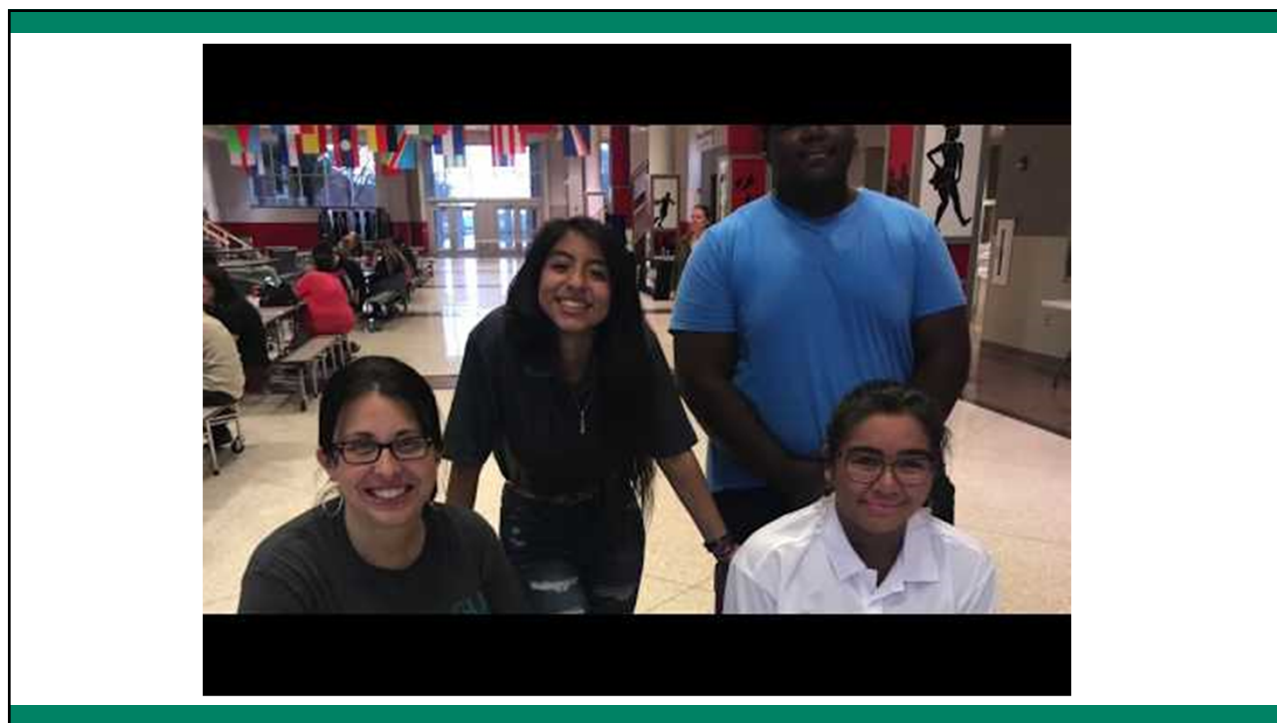
# **IOWA COLLEGE STUDENT AID COMMISSION**

## **GEAR UP Iowa 10<sup>th</sup> & 11<sup>th</sup> Grade Outcomes**

**May 2020**

Wade Leuwerke will present GUI 10<sup>th</sup> & 11<sup>th</sup> grade outcomes to the Commission.

A copy of the GUI outcomes manuscript is available upon request.



# Senior Year for GUI Class of 2020

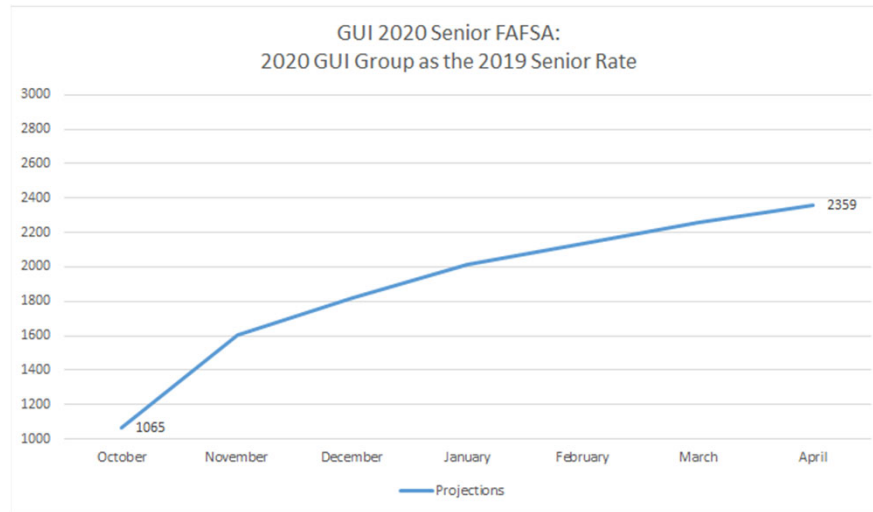
What a whirlwind it has been...

- FAFSA Completion
  - 3,050 hours of FAFSA assistance to 1,800 students
- Supporting College Application
  - 1,100 students received help and 1,500 hours
- Optimal Fit lessons to 300 students
- COVID-19 Transition and Virtual Assistance
- NCCEP Annual Conference Presentations
  - Year 7 Partnership
  - FAFSA Completion Initiative

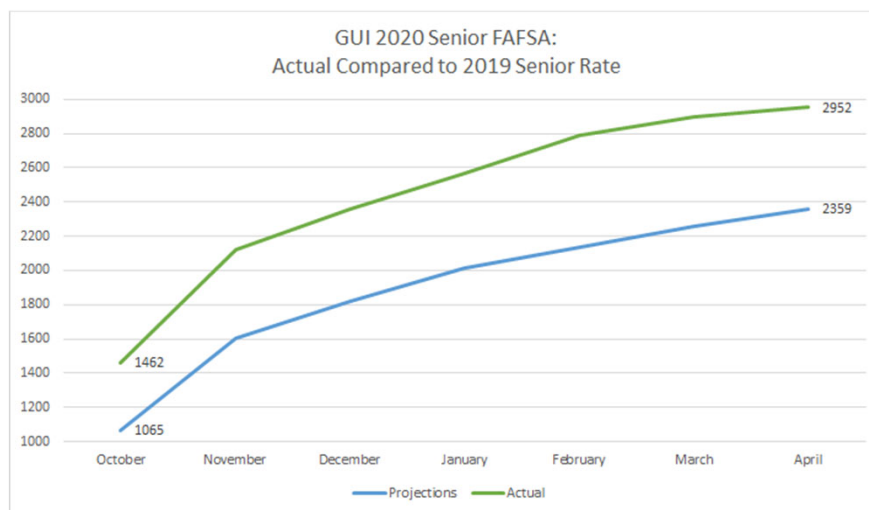
## Data Overview: 6,359 GUI Students

- 4,198 students have received at least 1 service this year.
  - 2438 Counseling Advising
  - 1305 Workshops
  - 1220 Financial Aid Counseling/Advising
  - 1032 Comprehensive Mentoring
- 974 parents have received at least 1 service this year.
  - 702 Workshops on College Prep or Financial Aid
  - 327 Family Events

## GUI FAFSA Completion: 2019 Rates

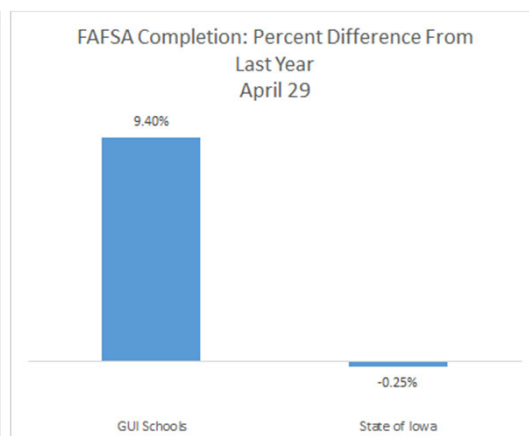
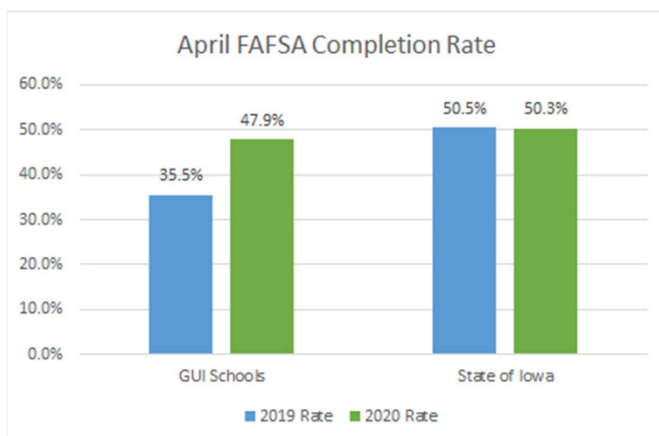


## GUI FAFSA Completion: 2020 Rates



## 2019 to 2020 Comparison

As of April 24, Iowa is 4th in the Nation when looking at % Change in Completions Year-Over-Year.



US Year-Over-Year % Change: -2.8%

## Year 7 Transition & College Partner Grant

- College Partners- DMACC, Drake, EICC, Grand View University, Iowa State University, Simpson, University of Iowa, University of Northern Iowa
- High School Support- Supporting the 5th year seniors and those not enrolled in post-secondary for Fall 2020
- Non Partner Colleges- Briar Cliff University, Buena Vista University, Coe College, Iowa Valley CC, Kirkwood CC, Mercy College of Health Sciences, Morningside University, William Penn University, WITCC



# 10th Grade Outcomes

Narrowing the college readiness gap

## Manuscript on 10th Grade Outcomes

- First manuscript from Comprehensive GUI 2.0 Evaluation Plan
- Submitted to the Journal of Education for Students Placed at Risk (JESPAR)
  - Journal that frequently publishes GEAR UP research
- Published in collaboration with Drake University and NCCEP
- Examined data against comparison students from non-GUI schools
  - Data obtained through collaborative partnership with Iowa Department of Education

## Evaluation Methods

- Matched GEAR UP students who participated in services from 7<sup>th</sup> through 10<sup>th</sup> grade with comparison students
- Examined outcomes for attendance and standardized test scores including both proficiency and college readiness indicators
- Also specifically looked at student who qualify for free and reduced priced lunch (FRPL), an indicator of socioeconomic status (SES)
- Attendance
  - GUI 2.0 students attended 2.5 more days of school in 10<sup>th</sup> grade
  - GUI 2.0 students from lower SES families attended 3.3 more days

## Our Findings

### Proficiency

- 5.3 percentage point increase in reading
- No difference on the math test for all of GUI 2.0
- 8.6 % point increase in reading for students from lower SES families
- 4.8 % point increase in math for students from lower SES families

### College Readiness

- No difference on reading for all of GUI 2.0
- Negative effect on math for all of GUI 2.0
- 3.9 % point increase in reading for students from lower SES families
- No difference in math for students from lower SES families

# Our Findings

## Conclusions

- Strong impact on attendance, particularly among underserved students
- Strong impact on proficiency rates - helping raise the minimum performance
- Mixed impact on upper end of test scores, namely college readiness

## Implications

- Research is strong contribution to GEAR UP literature, as it examined outcomes in the middle of a program, not just the end
- Also strong in use of matched comparison samples, rare in GEAR UP research
- Team is extremely proud of research program

## 11th Grade Outcomes

Annual Performance Report Findings

## 2020 Annual Performance Report (APR)

- Annual report to the U.S. Department of Education
- Report on program activities, personnel, and budget
- Track 17 Performance Metrics across 7 years of the program
  - Only report on certain metrics in a given year, high school graduation and college enrollment will be reported in 2021

## Performance Highlights

- 69% of students took the ACT - greatly exceeding goal of 58%
- 55% of students have taken two years of math beyond Algebra I
- 77% of students understand their optimal fit for college
- Over 75% of parents report they are knowledgeable about options for paying for college

## Program Highlights

- 25% of 11<sup>th</sup> graders went on college visit last year, for 20,400+ hours
- 70% of 11<sup>th</sup> graders spent some time with a college student
  - 16% increase from 10<sup>th</sup> grade
- 86% of 11<sup>th</sup> graders planning to enroll in college (2 or 4 year) after high school
  - More plan to earn certificate, military, or apprenticeship
- 97% of parents/guardians expect their child to earn degree, certificate, or complete apprenticeship
  - 3% increase over previous year
- 480 students participated in 2,165 hours of mentoring
- Students who took advantage of ACT test prep had .5 point increase in test scores

Questions?

# **IOWA COLLEGE STUDENT AID COMMISSION**

## **Condition of Higher Education**

**May 2020**

Meghan Oster will present the Condition of Higher Education (COHE) report to the Commission.

A copy of the report is available on the Iowa College Aid website at [www.iowacollegeaid.gov/Condition2020](http://www.iowacollegeaid.gov/Condition2020).

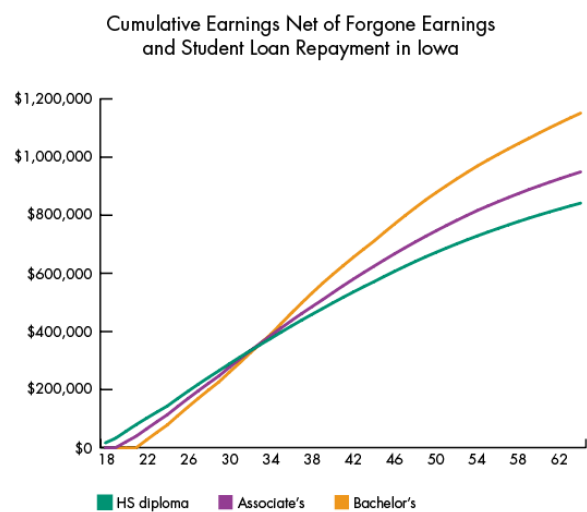
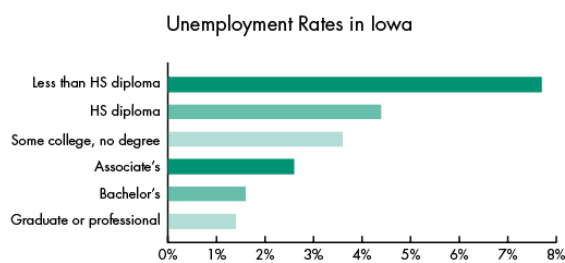


## Outline

- Benefits of Higher Education
- College Readiness
- Price
- Financial Aid
- College Access & Success
- Projections

# Benefits of Higher Education

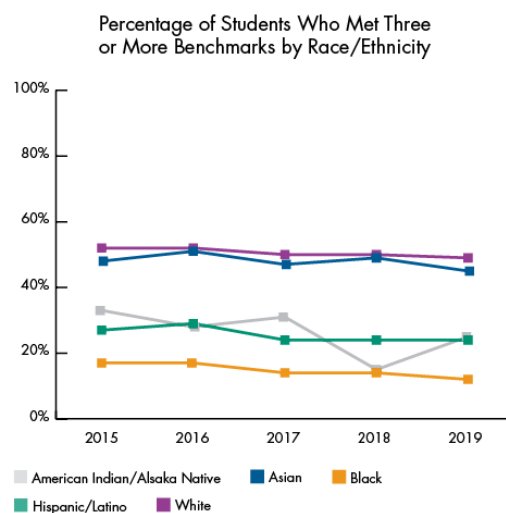
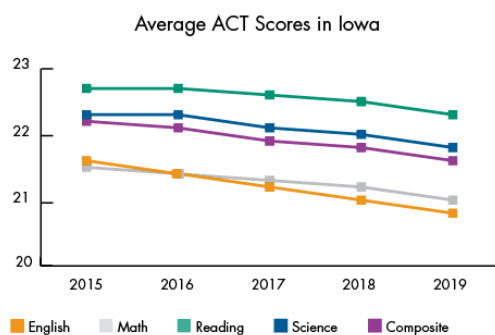
## Benefits of Higher Education



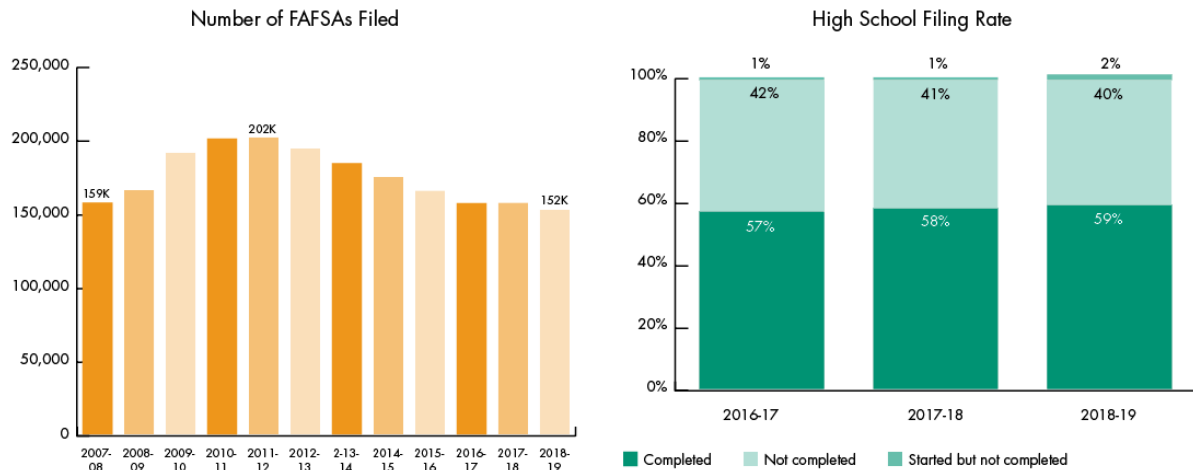


# College Readiness

## College Readiness: ACT

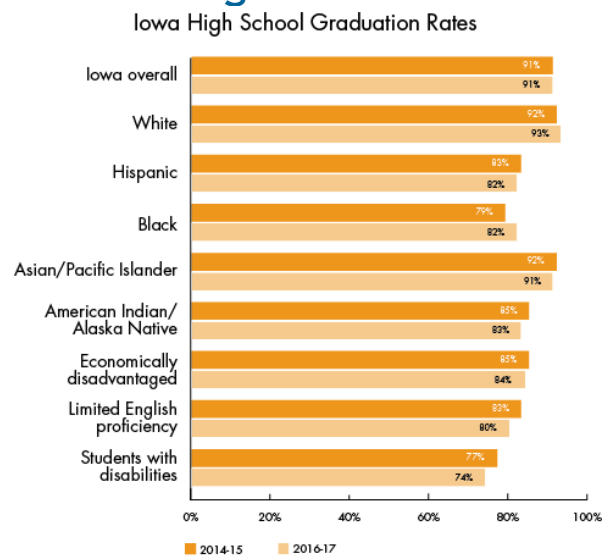


## College Readiness: FAFSA Completion



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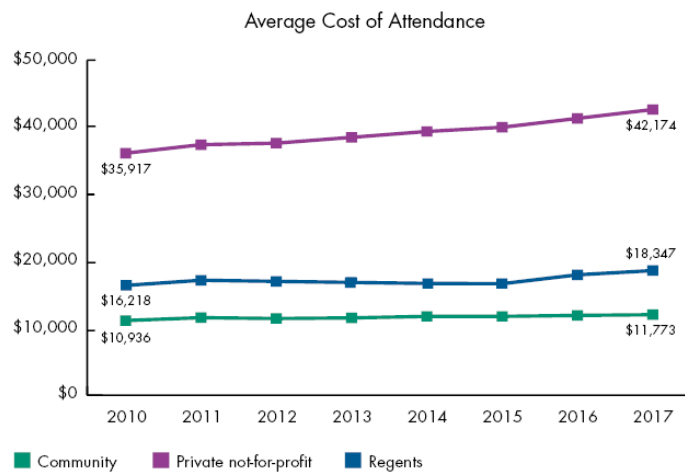
## College Readiness: High School Graduation Rates



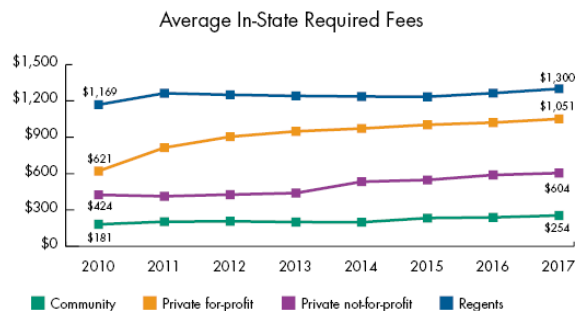
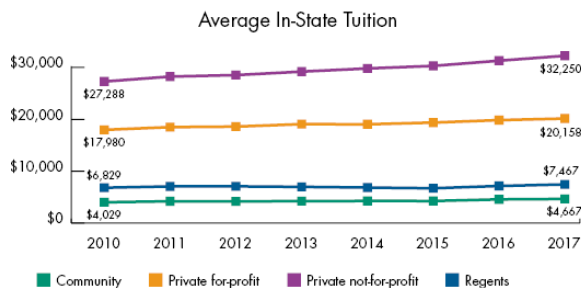
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# Price

## Price: Cost of Attendance

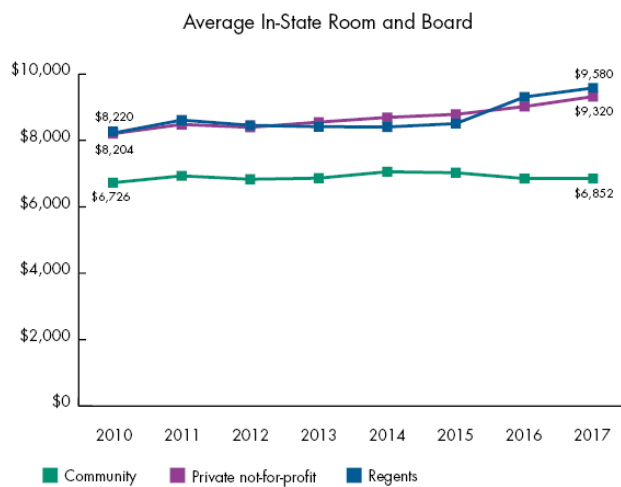


## Price Components



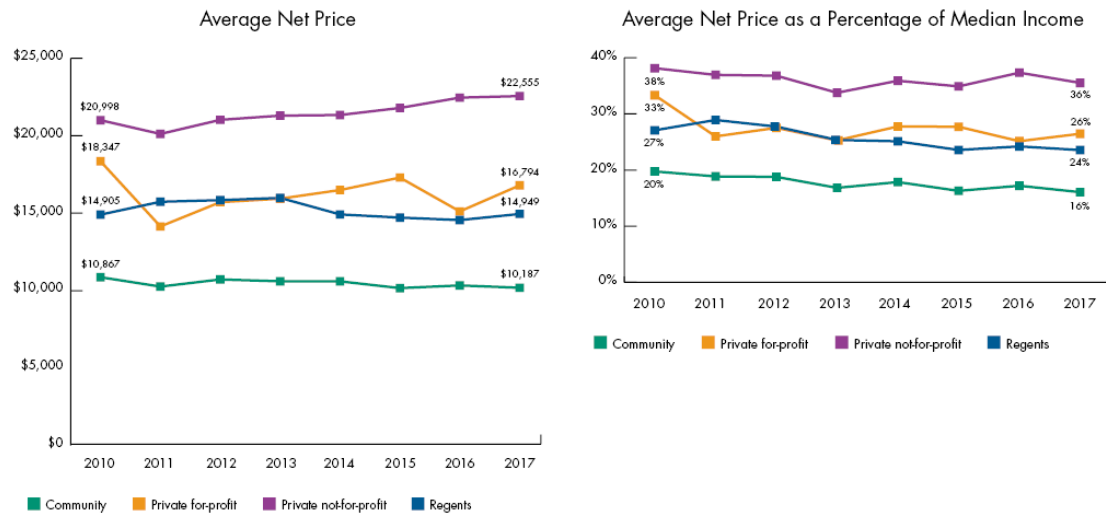
11

## Price Components



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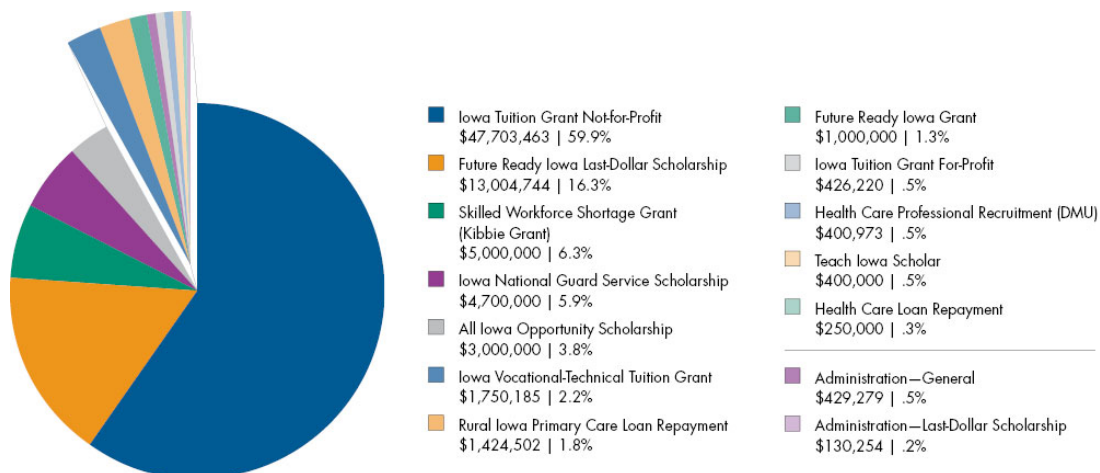
## Price: Net Price



13

## Financial Aid

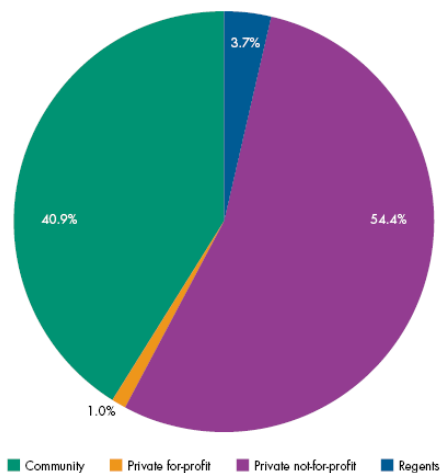
## Financial Aid: State Awards



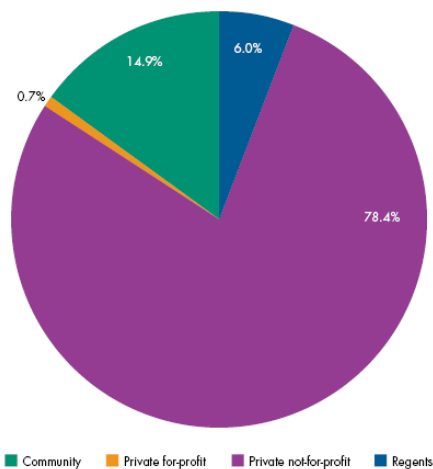
15

## Financial Aid: Sector Allocation

Proportion of Awards by Institutional Sector 2019-20



Proportion of Dollars by Institutional Sector 2019-20



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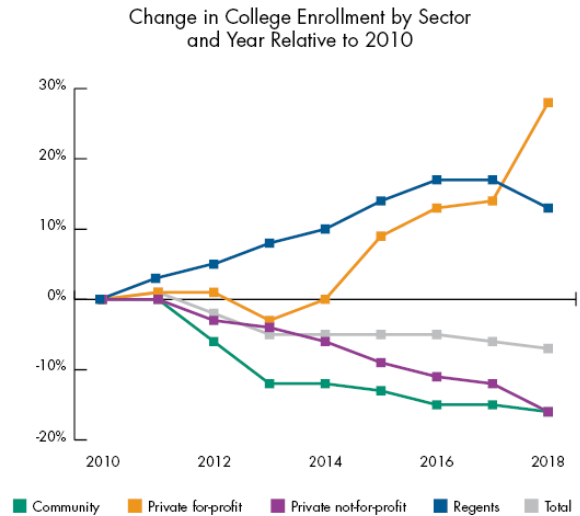
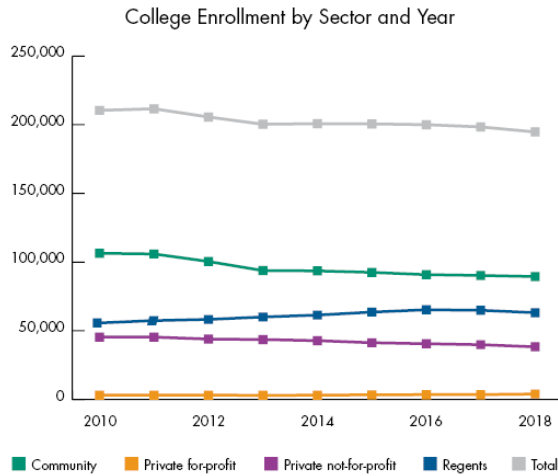
# College Access & Success

## College Access: College-Going Rates

College-Going Rates by Subcategories

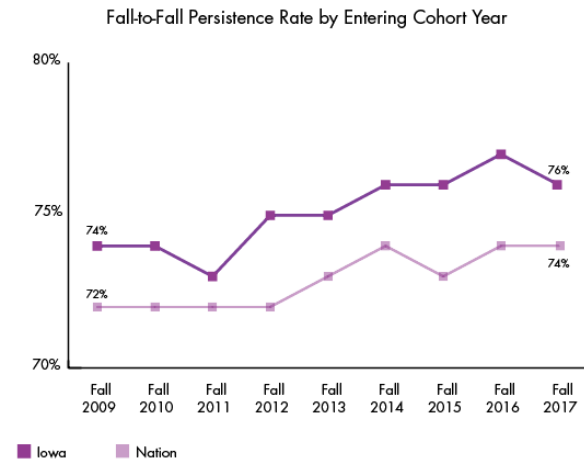
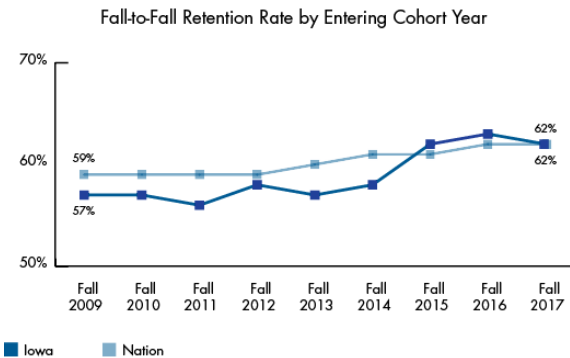
Category	Percentage of high school graduates who enrolled in college (three-year rolling average)		
	2011-12 to 2013-14	2014-15 to 2016-17	Percentage point difference
All Students	71.1	67.6	-3.5
Free and reduced price lunch	52.9	48.3	-4.6
Not free and reduced price lunch	80.8	76.0	-4.8
Asian	75.7	75.3	-0.4
Black	61.7	55.1	-6.6
Hispanic	55.9	53.7	-2.2
White/Non-Hispanic	72.8	69.8	-3.0

## College Access: College Enrollment



19

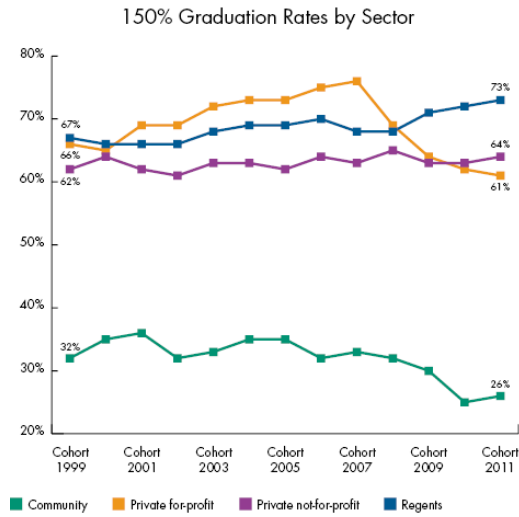
## College Success: Retention & Persistence



20



## College Success: Graduation Rates



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## Projections

## Projections



23

# **IOWA COLLEGE STUDENT AID COMMISSION**

## **Audit and Finance Committee Report**

**May 2020**

The Audit and Finance Committee met prior to the Commission Meeting. Committee Chair, Commissioner Fitzgibbon, will provide a report to the Commission.

### **Recommended Action:**

Approve Iowa College Aid's internal budget for State Fiscal Year 2021.

**Iowa College Student Aid Commission  
FY 2021 Proposed Budget**

	STATE APPROPRIATED PROGRAMS	STATE MANDATED/UNFUNDED PROGRAMS RELATED TO CHAPTER 261 OF IOWA CODE	POSTSECONDARY REGISTRATION	FEDERAL GRANT/PROGRAMS	COMMUNITY ENGAGEMENT	PLP, FFELP(ASCENDIUM)	TOTALS
<b>FY 2021 Number of Programs</b>	12	5	1	4	3	2	27
<b>FY 2021 State Scholarships/Grants/Loan Repayment Programs</b>	79,060,087	-	-	-	-	-	79,060,087
<b>FY 2021 Appropriation for Administration</b>	571,291	-	-	-	-	-	571,291
<b>FY 2021 State Fees, Interest &amp; Reimbursements</b>	-	-	257,000	180,001	1	4,367,661	4,804,663
<b>FY 2021 Fed Awards/Grants:</b>							
Payment to Scholarship Trust	-	-	-	1,591,735	-	-	1,591,735
ETV Federal Grant Reimbursement	-	-	-	495,264	-	-	495,264
Sub Grants/Admin. Expense Reimbursements	-	-	-	1,913,027	-	-	1,913,027
<b>Total Revenues:</b>	571,291	-	257,000	4,180,027	1	4,367,661	9,375,980
Personnel *	917,548	231,752	581,744	1,877,663	1,085,450	35,472	4,729,629
Travel	38,961	9,841	24,702	79,730	46,091	1,506	200,832
Supplies, Printing & Binding, Postage	46,251	11,682	29,324	94,647	54,714	1,788	238,406
Support-Rent, Communication, Prof/Outside Service	83,068	20,981	52,667	169,991	98,269	3,211	428,188
Legal, Audit and State Reimbursements	16,474	4,161	10,445	33,713	19,489	637	84,920
Advertising & Publicity	29,682	7,497	18,819	60,742	35,114	1,148	153,002
State Transfers/Reimbursements/IT®	205,970	36,869	32,548	298,711	172,681	5,643	752,421
<b>Total Operating Cost</b>	1,337,955	322,783	750,250	2,615,197	1,511,808	49,405	6,587,398
Scholarships/Grants/Loan Repayment Programs	79,060,087	-	-	-	-	-	79,060,087
Aid to individuals (ETV)	-	-	-	495,264	-	-	495,264
Payment to Scholarship Trust (Bankers Trust Fund)	-	-	-	1,591,736	-	-	1,591,736
Grants to K-12 Schools/Communities (Sub Grants)	-	-	-	1,009,289	605,000	-	1,614,289
<b>Total Expenditures (Incl. Scholarship)</b>	80,338,042	322,783	810,250	5,711,486	2,116,808	49,405	89,348,774
<i>Net Gain / Loss</i>	(706,664)	(322,783)	(553,250)	(1,471,459)	(2,116,807)	4,318,256	(852,706)
<b>Needed from Strategic Reserve</b>	706,664	322,783	553,250	1,471,459	2,116,807	(4,318,256)	852,706
<b>Overall % of Total Expense</b>	89.92%	0.36%	0.91%	6.39%	2.37%	0.06%	100.00%

\*Personnel Numbers will be updated after receiving B10 report from DOM

Prof/Outside Services include contract for Texting, Website requirements, Academy consultant fees and miscellaneous services provided by contractors

IT budget includes ICAPS system upgrades, software licenses, and services provided by OCIO.

Iowa College Student Aid Commission  
FY 2021 Proposed Budget  
All Programs

	ALL IOWA OPPORTUNITY SCHOLARSHIP PROGRAM	IOWA NATIONAL GUARD EDUCATIONAL ASSISTANCE PROGRAM	IOWA TUITION GRANT PROGRAM- FOR PROFIT INSTITUTIONS	IOWA TUITION GRANT PROGRAM-NOT FOR PROFIT INSTITUTIONS	IOWA VOCATIONAL - TECHNICAL TUITION GRANT PROGRAM	SKILLED WORKFORCE SHORTAGE TUITION GRANT(KUBBIE)	HEALTH CARE PROFESSIONAL RECRUITMENT PROGRAM (DMU)	RURAL IOWA PRIMARY CARE LOAN REPAYMENT PROGRAM	TEACH IOWA SCHOLARS PROGRAM
<b>FY 2021 Number of Programs</b>	1	1	1	1	1	1	1	1	1
<b>FY 2021 State Scholarships/Grants/Loan Repayment Programs</b>	3,000,000	4,700,000	426,220	47,703,463	1,750,185	5,000,000	400,973	1,424,502	400,000
<b>FY 2021 Appropriation for Administration</b>	83,891	51,801	54,259	84,813	29,456	49,781	14,048	15,277	43,899
<b>FY 2021 State Fees, Interest &amp; Reimbursements</b>									
<b>FY 2021 Fed Awards/Grants:</b>									
<b>Payment to Scholarship Trust</b>									
<b>ETV Federal Grant Reimbursement</b>									
<b>Sub Grants/Admin. Expense Reimbursements</b>									
<b>Program Administration %</b>	3.70%	1.80%	2.40%	2.50%	1.10%	1.50%	0.50%	0.50%	1.40%
Personnel	174,996	85,133	113,511	118,241	52,026	70,944	23,648	23,648	66,215
Travel	7,431	3,615	4,820	5,021	2,209	3,012	1,004	1,004	2,812
Supplies, Printing & Binding, Postage	8,821	4,291	5,722	5,960	2,622	3,576	1,192	1,192	3,338
Support-Rent, Communication, Prof/Outside Service	15,843	7,707	10,277	10,705	4,710	6,423	2,141	2,141	5,995
Legal, Audit and State Reimbursements	3,142	1,529	2,038	2,123	934	1,274	425	425	1,189
Advertising & Publicity	5,661	2,754	3,672	3,825	1,683	2,295	765	765	2,142
State Transfers/ IT Expenses	27,840	13,544	18,058	18,811	8,277	11,286	3,762	3,762	10,534
<b>Total Operating Expenses</b>	<b>243,734</b>	<b>118,573</b>	<b>158,098</b>	<b>164,685</b>	<b>72,461</b>	<b>98,811</b>	<b>32,937</b>	<b>32,937</b>	<b>92,224</b>
Scholarships/Grants/Loan Repayment Programs	3,000,000	4,700,000	426,220	47,703,463	1,750,185	5,000,000	400,973	1,424,502	400,000
Aid to individuals (ETV)									
Payment to Scholarship Trust (Bankers Trust Fund)									
Grants to K-12 Schools/Communities (Sub Grants)									
<b>Total Expenditures (incl. Scholarship)</b>	<b>3,243,734</b>	<b>4,818,573</b>	<b>584,318</b>	<b>47,868,148</b>	<b>1,822,646</b>	<b>5,098,811</b>	<b>433,910</b>	<b>1,457,439</b>	<b>492,224</b>
<b>Net Gain / Loss</b>	<b>(159,843)</b>	<b>(66,773)</b>	<b>(103,839)</b>	<b>(79,872)</b>	<b>(43,005)</b>	<b>(49,030)</b>	<b>(18,889)</b>	<b>(17,660)</b>	<b>(48,325)</b>
<b>Needed from Strategic Reserve</b>	-	-	-	-	-	-	-	-	-
<b>Overall % of Total Expense</b>	<b>3.63%</b>	<b>5.39%</b>	<b>0.65%</b>	<b>53.57%</b>	<b>2.04%</b>	<b>5.71%</b>	<b>0.49%</b>	<b>1.63%</b>	<b>5.71%</b>

Iowa College Student Aid Commission  
FY 2021 Proposed Budget  
All Programs

	HEALTH CARE LOAN REPAYMENT PROGRAM	FUTURE READY IOWA LAST-DOLLAR SCHOLARSHIP	FUTURE READY IOWA GRANT	TEACHER SHORTAGE LOAN FORGIVENESS PROGRAM	RURAL IOWA ADVANCED REGISTERED NURSE PRACTITIONER & PA LOAN REPAYMENT PROGRAM	IOWA COLLEGE WORK STUDY PROGRAM	IOWA STATE FAIR SCHOLARSHIP	IOWA FORGIVABLE LOAN PROGRAMS (TEACHER SHORTAGE, CHIRO, OSTEO AND PHYSICIAN RECRUITMENT)	POSTSECONDARY REGISTRATION	AMERICORPS
<b>FY 2021 Number of Programs</b>	1	1	1	1	1	1	1	1	1	1
<b>FY 2021 State Scholarships/Grants/Loan Repayment Programs</b>	250,000	13,004,744	1,000,000			-				
<b>FY 2021 Appropriation for Administration</b>	11,765	119,073	13,230							
<b>FY 2021 State Fees, Interest &amp; Reimbursements</b>									257,000	180,000
<b>FY 2021 Fed Awards/Grants:</b>										
Payment to Scholarship Trust										
ETV Federal Grant Reimbursement										
Sub Grants/Admin. Expense Reimbursements										340,422
<b>Program Administration %</b>	1.00%	2.00%	1.00%	0.40%	0.30%	0.00%	0.30%	3.90%	12.30%	4.70%
Personnel	47,296	94,593	47,296	18,919	14,189	-	14,189	184,456	581,744	222,293
Travel	2,008	4,017	2,008	803	602	-	602	7,832	24,702	9,439
Supplies, Printing & Binding, Postage	2,384	4,768	2,384	954	715	-	715	9,298	29,324	11,205
Support-Rent, Communication, Prof/Outside Service	4,282	8,564	4,282	1,713	1,285	-	1,285	16,699	52,667	20,125
Legal, Audit and State Reimbursements	849	1,698	849	340	255	-	255	3,312	10,445	3,991
Advertising & Publicity	1,530	3,060	1,530	612	459	-	459	5,967	18,819	7,191
State Transfers/ IT Expenses	7,524	15,048	7,524	3,010	2,257	-	2,257	29,344	92,548	35,364
<b>Total Operating Expenses</b>	<b>65,874</b>	<b>131,748</b>	<b>65,874</b>	<b>26,350</b>	<b>19,762</b>	<b>-</b>	<b>19,762</b>	<b>256,909</b>	<b>810,250</b>	<b>309,608</b>
Scholarships/Grants/Loan Repayment Programs	250,000	13,004,744	1,000,000							
Aid to individuals (ETV)										
Payment to Scholarship Trust (Bankers Trust Fund)										
Grants to K-12 Schools/Communities (Sub Grants)										
<b>Total Expenditures (Incl. Scholarship)</b>	<b>315,874</b>	<b>13,136,492</b>	<b>1,065,874</b>	<b>26,350</b>	<b>19,762</b>	<b>-</b>	<b>19,762</b>	<b>256,909</b>	<b>810,250</b>	<b>309,608</b>
Net Gain / Loss	(54,109)	(12,675)	(52,644)	(26,350)	(19,762)	-	(19,762)	(256,909)	(553,250)	210,814
Needed from Strategic Reserve	-	-	-	-	-	-	-	-	-	-
<b>Overall % of Total Expense</b>	<b>0.35%</b>	<b>14.70%</b>	<b>1.19%</b>	<b>0.03%</b>	<b>0.02%</b>	<b>0.00%</b>	<b>0.02%</b>	<b>0.29%</b>	<b>0.91%</b>	<b>0.35%</b>

Iowa College Student Aid Commission  
FY 2021 Proposed Budget  
All Programs

	ETV FOSTER CARE PROGRAM	GEAR UP 2.0	GEAR UP 2.0 SCHOLARSHIP	COMMUNITY ENGAGEMENT (LCAN)	COMMUNITY ENGAGEMENT (Go Alliance)	COMMUNITY ENGAGEMENT (Course to College)	PLP/INTEREST INCOME	FFELP (ASCENDUM)	TOTAL
FY 2021 Number of Programs	1	1	1	1	1	1	1	1	27
FY 2021 State Scholarships/Grants/Loan Repayment Programs				-					79,060,087
FY 2021 Appropriation for Administration									571,291
FY 2021 State Fees, Interest & Reimbursements			1		1.00		467,661	3,900,000	4,804,663
FY 2021 Fed Awards/Grants:									
Payment to Scholarship Trust		1,591,735							1,591,735
ETV Federal Grant Reimbursement	495,264	-							495,264
Sub Grants/Admin. Expense Reimbursements	40,869	1,591,735	1						1,913,027
Program Administration %	2.00%	32.00%	1.00%	13.77%	5.74%	3.44%	0.25%	0.50%	1
Personnel	94,593	1,513,481	47,296	651,270	271,481	162,699	11,824	23,648	4,729,629
Travel	4,017	64,266	2,008	27,655	11,528	6,909	502	1,004	200,832
Supplies, Printing & Binding, Postage	4,768	76,290	2,384	32,829	13,685	8,201	596	1,192	238,406
Support-Rent, Communication, Prof/Outside Service	8,564	137,020	4,282	58,961	24,578	14,730	1,070	2,141	428,188
Legal, Audit and State Reimbursements	1,698	27,174	849	11,693	4,874	2,921	212	425	84,920
Advertising & Publicity	3,060	48,961	1,530	21,068	8,782	5,263	383	765	153,002
State Transfers/ IT Expenses	15,048	240,775	7,524	103,608	43,189	25,883	1,881	3,762	752,421
<b>Total Operating Expenses</b>	<b>131,748</b>	<b>2,107,967</b>	<b>65,874</b>	<b>907,085</b>	<b>378,117</b>	<b>226,606</b>	<b>16,468</b>	<b>32,937</b>	<b>6,587,398</b>
Scholarships/Grants/Loan Repayment Programs									79,060,087
Aid to individuals (ETV)	495,264								495,264
Payment to Scholarship Trust (Bankers Trust Fund)			1,591,736						1,591,736
Grants to K-12 Schools/Communities (Sub Grants)			1,009,289	605,000					1,614,289
<b>Total Expenditures (Incl. Scholarship)</b>	<b>627,012</b>	<b>2,107,967</b>	<b>2,666,899</b>	<b>1,512,085</b>	<b>378,117</b>	<b>226,606</b>	<b>16,468</b>	<b>32,937</b>	<b>89,348,774</b>
Net Gain / Loss	(90,879)	1,075,503	(2,666,897)	(1,512,085)	(378,116)	(226,606)	451,193	3,867,063	<b>852,706</b>
Needed from Strategic Reserve	-	-	-	-	-	-	-	-	-
<b>Overall % of Total Expense</b>	<b>0.70%</b>	<b>2.36%</b>	<b>0.00%</b>	<b>1.69%</b>	<b>0.42%</b>	<b>0.25%</b>	<b>0.02%</b>	<b>0.04%</b>	<b>100.00%</b>

# **IOWA COLLEGE STUDENT AID COMMISSION**

## **Legislative Committee Report**

**May 2020**

The Legislative Committee met prior to the Commission Meeting. Committee Chair, Commissioners Ash, will provide a report to the Commission.